



Draft Budget Request Fiscal Year 2019

Robert B. Dixon, Acting Director

573/751-4770

Book 1

Eric R. Greitens
Governor



Robert B. Dixon
Acting Director

October 1, 2017

The Honorable Eric Greitens
Governor of Missouri
State Capitol, Room 216
Jefferson City, MO 65101

Dear Governor Greitens:

The Department of Economic Development (DED) is pleased to provide you with the Department's Fiscal Year 2019 Draft Budget Request. Our mission is to help the private sector create more jobs and to help Missourians earn higher pay.

DED is committed to keeping Missouri businesses on the cutting edge through programs to ensure a ready supply of highly skilled and trained workers; to assist communities so that they may preserve and expand the quality of life for which Missouri is known; to help create a supportive business climate; and to support physical and technological infrastructure with sufficient capacity to ensure continued growth and expansion.

If you should have any questions about the budget proposal or need additional information, please feel free to contact me at 751-4770.

Sincerely,

A handwritten signature in black ink, appearing to read "Robert B. Dixon", with a large, stylized flourish at the end.

Robert B. Dixon
Acting Director

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DEPARTMENT OF ECONOMIC DEVELOPMENT OVERVIEW

The Department of Economic Development is composed of various agencies and divisions that administer programs in the areas of community and economic development, workforce development and tourism; as well as agencies that administer statutory requirements and work to safeguard public interest.

Programs managed by these agencies and divisions provide a wide array of services designed to enhance Missouri's economic growth in the 21st century. These services provide direct assistance to businesses and industries; communities and regions; and individuals and organizations by promoting business and community development, job training, housing, tourism, the art's, women in business, and utility regulation throughout the state.

The department consists of two distinct groups: development agencies and regulatory agencies. The department also has an administrative services division.

Development Agencies/Divisions:

The Division of Business and Community Services (BCS) is divided into five teams – Research, Marketing, Sales, Finance, and Community Development Block Grant (CDBG). The teams work together to support economic growth in Missouri by promoting and facilitating job creation/capital investment; international export expansion, the development of an innovation economy, and improving Missouri communities.

The Division of Workforce Development (DWD) provides vital services to develop Missouri's workforce for the 21st century through skill-training and career connections for job seekers and human resources, and financial assistance for businesses.

The Division of Tourism promotes Missouri as a premier tourist destination, while helping the state and local communities meet changing trends in the travel/tourism industry.

The Division of Tourism oversees the Missouri Film Office, which promotes the growth of the state's film and video production industry and works to attract film, television and video productions to Missouri.

The Division of Energy assists, educates, and encourages Missourians to advance the efficient use of diverse energy resources to provide for a healthier environment and to achieve greater energy security for future generations. The Division works with economic development by providing technical and financial assistance to state and local governments, agricultural interests, school districts, business, industry and the general public related to energy efficiency and renewable energy projects and weatherization.

The Missouri Arts Council provides technical and financial assistance to nonprofit organizations across Missouri to encourage and stimulate economic and community development through the arts.

DEPARTMENT OF ECONOMIC DEVELOPMENT OVERVIEW (CONTINUED)

The Missouri Housing Development Commission is the state's housing finance agency, providing for the financing, development and preservation of affordable housing for low- to moderate-income Missourians.

The Missouri Development Finance Board provides development financing to assist infrastructure, economic development and business expansion and attraction projects throughout Missouri.

Regulatory Agencies:

The Office of the Public Counsel was established in 1975 to represent the public and the interests of utility customers in proceedings before the Missouri Public Service Commission (PSC) and in the Courts involving investor-owned electric, natural gas, telephone, water, sewer and steam heat utilities. Public Counsel addresses many issues that affect customers including rates, safe and adequate service, complaints and disputes, connections and disconnections, and billing and collection practices. Through the Ombudsman for Property Rights, established in 2006 with the passage of House Bill 1944, the Office of the Public Counsel provides guidance to landowners about the condemnation process.

The Missouri Public Service Commission is charged with the statutory responsibility of ensuring that public utility consumers receive safe and adequate services at just and reasonable rates that will provide the utility companies' shareholders the opportunity to earn a reasonable return on their investment. The PSC regulates the rates and practices of investor-owned gas, electric, water and sewer utilities, including safety, billing and quality of service. It has limited regulatory authority over investor-owned telephone companies. The PSC also administers safety standards for the rural electric cooperatives and municipal gas systems, maintains a registry of state video service providers and registers Voice-Over-Internet Protocol (VoIP) service providers. In addition, the PSC administers the provision of Relay Missouri service, which gives hearing-impaired citizens access to the telephone network. The Manufactured Housing Department is required by statute to annually register manufacturers and dealers of manufactured homes and modular units; prescribe and enforce uniform construction standards for manufactured homes and modular units sold in the state; and enforce manufactured home set-up and tie-down requirements.

Administrative Services Division:

The Administrative Services Division provides legal, public relation, legislative, financial, budget and human resource support to the department director, senior management and other divisions within the department. The Administrative Services Division oversees the Missouri Women's Council, which works to identify and address issues affecting the economic and employment status of women in Missouri.

Department of Economic Development
State Auditor's Reports and Oversight Evaluations and Missouri Sunset Act Provisions

Program or Division Name	Type of Report	Date Issued	Website
Tax Credit Programs	Audit Report (2017-051)	17-Jun	https://app.auditor.mo.gov/AuditReports/CitzSummary.aspx?id=581
Small Business Regulatory Fairness Board	Audit Report (2016-030)	May-16	http://app.auditor.mo.gov/AuditReports/CitzSummary.aspx?id=472
Public Service Commission	Audit Report (2015-129)	Dec-15	http://app.auditor.mo.gov/AuditReports/CitzSummary.aspx?id=437
Neighborhood Assistance Program Tax Credit	Audit Report (2015-092)	Oct-15	http://app.auditor.mo.gov/Repository/Press/2015092932908.pdf
Office of the Public Counsel	Audit Report (2015-061)	Aug-15	http://app.auditor.mo.gov/Repository/Press/2015061953857.pdf
MO Development Finance Board Infrastructure Tax Credit Program	Audit Report (2014-142)	Dec-14	http://app.auditor.mo.gov/AuditReports/CitzSummary.aspx?id=354
Follow-up Report on Audit Findings Brownfield Remediation Tax Credit Program	Audit Report (2014-099)	Oct-14	http://www.auditor.mo.gov/Repository/Press/2014099907678.pdf
Brownfield Remediation Tax Credit Program	Audit Report (2014-023)	Apr-14	http://www.auditor.mo.gov/Press/2014023457179.pdf
Historic Preservation Tax Credit Program	Audit Report (2014-018)	Mar-14	http://www.auditor.mo.gov/Press/2014018370056.pdf
Low Income Housing	Audit Report (2014-014)	Mar-14	http://www.auditor.mo.gov/Press/2013014719305.pdf
Missouri Technology Corporation	Audit Report (2013-057)	Jul-13	http://www.auditor.mo.gov/AuditReports/CitzSummary.aspx?id=200
Division of Business and Community Services	Audit Report (2013-031)	Apr-13	http://www.auditor.mo.gov/Press/2013-031.pdf
New Markets Tax Credit	Oversight Evaluation - Sunset Review	Jan-13	http://moga.mo.gov/
Film Production Tax Credit	Oversight Evaluation - Sunset Review	Jan-13	http://moga.mo.gov/
Division of Business and Community Services	Audit Report (2012-117)	Sep-12	http://www.auditor.mo.gov/AuditReports/CitzSummary.aspx?id=127
Missouri Quality Jobs Tax Incentive Program	Audit Report (2012-65)	Jul-12	http://www.auditor.mo.gov/AuditReports/CitzSummary.aspx?id=102
Review of Policy for Economic Growth	Oversight Evaluation	Dec-11	http://moga.mo.gov/
Division of Tourism	Audit Report (2011-59)	Sep-11	http://auditor.mo.gov/press/2011-59.htm
Division of Workforce Development	Audit Report (2011-16)	Apr-11	http://auditor.mo.gov/press/2011-16.htm

**Department of Economic Development
Programs Subject to Missouri Sunset Act**

Program	Statutes Establishing	Sunset Date	Review Status
Missouri Downtown Economic Stimulus Act (MODESA)	99.915 - 99.980, RSMo	1/1/2013	
Distressed Area Land Assemblage Tax Credit	99.1025, RSMo	8/28/2013	
Qualified Equity Investments Tax Credit (New Markets)	135.680 - 135.682, RSMo	9/4/2013	
Film Production Project Tax Credit	135.750, RSMo	11/28/2013	
Missouri Automotive Manufacturing Jobs Act	620.1910, RSMo	10/12/2016	
Alternative Fuel Infrastructure Tax Credit	135.710, RSMo	12/31/2017	
Missouri Works New Jobs Training	620.800 - 620.809, RSMo	7/1/2019	
Missouri Works Job Retention Training	620.800 - 620.809, RSMo	7/1/2019	
Missouri Works Business Incentives	620.2000 - 620.2020, RSMo	8/28/2019	
Amateur Sporting Tax Credit	67.3000, RSMo	8/28/2019	
Amateur Sporting Contribution Tax Credit	67.3005, RSMo	8/28/2019	
Wood Energy Tax Credit	135.300 - 135.311, RSMo	6/30/2020	
Division of Tourism Supplemental Revenue Fund	620.467, RSMo	6/30/2020	
Missouri Arts Council Trust Fund	143.183, RSMo	12/31/2020	
Bring Jobs Home Act	143.1100, RSMo	8/28/2022	
Advanced Industrial Manufacturing Zones Act (AIM Zone)	68.075, RSMo	8/28/2023	

CORE DECISION ITEM

Department: Economic Development Budget Unit 42183C
 Division: Business and Community Services
 Core: Research Team - Missouri's Economic Research and Information Center (MERIC)

1. CORE FINANCIAL SUMMARY

	FY 2019 Budget Request			
	GR	Federal	Other	Total
PS	113,455	1,530,483	0	1,643,938
EE	19,160	270,748	0	289,908
PSD	0	32,185	0	32,185
TRF	0	0	0	0
Total	132,615	1,833,416	0	1,966,031
FTE	2.08	26.31	0.00	28.39

Est. Fringe	55,137	725,757	0	780,894
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Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds:

	FY 2019 Governor's Recommendation			
	GR	Fed	Other	Total
PS			0	0
EE			0	0
PSD	0		0	0
TRF	0	0	0	0
Total	0	0	0	0
FTE				0.00

Est. Fringe	0	0	0	0
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Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds:

2. CORE DESCRIPTION

The Research Team, better known as the Missouri Economic Research and Information Center (MERIC), performs data gathering, applied research, innovative analysis, and reporting to policymakers and the public. This research and analysis includes labor market trends, employment and unemployment, new business startups, wage analysis, and studies of the state's targeted industries and economic development initiatives. MERIC also works in cooperation with the U.S. Department of Labor to conduct research and produce information on economic conditions, reports and labor market information.

The Division of Business and Community Services (BCS) serves as a partner in the economic development professional community to facilitate the expansion of existing business in the State; to facilitate the location of new business to the State; and to facilitate the startup of new business in the State. The Division also serves as a partner with local governments, non-profits, community organizations, and private citizens to help develop and grow Missouri's communities. The services provided by BCS include professional technical assistance and project management; training; research; financial assistance; and compliance. A few of the

3. PROGRAM LISTING (list programs included in this core funding)

Research Team (MERIC)

CORE DECISION ITEM

Department: Economic Development

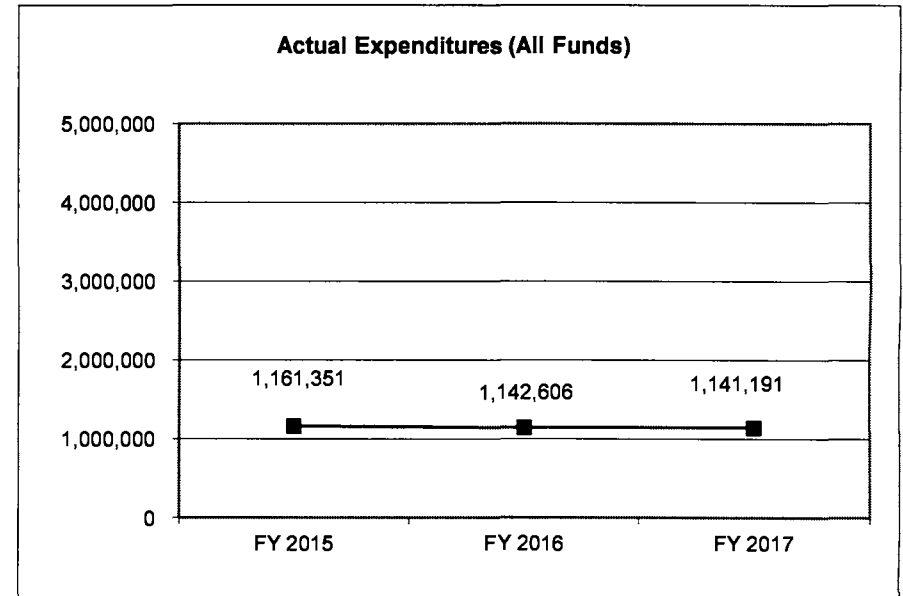
Budget Unit 42183C

Division: Business and Community Services

Core: Research Team - Missouri's Economic Research and Information Center (MERIC)

4. FINANCIAL HISTORY

	FY 2015 Actual	FY 2016 Actual	FY 2017 Actual	FY 2018 Current Yr.
Appropriation (All Funds)	1,925,154	1,933,797	1,966,031	1,966,031
Less Reverted (All Funds)	(3,894)	(3,912)	(3,979)	(3,979)
Less Restricted (All Funds)*	0	0	0	0
Budget Authority (All Funds)	1,921,260	1,929,885	1,962,052	1,962,052
Actual Expenditures (All Funds)	1,161,351	1,142,606	1,141,191	N/A
Unexpended (All Funds)	759,909	787,279	820,861	N/A
Unexpended, by Fund:				
General Revenue	18,153	10,373	19,701	N/A
Federal	741,756	776,906	801,160	N/A
Other	0	0	0	N/A



*Restricted amount is as of: _____

Reverted includes Governor's standard 3 percent reserve (when applicable).

Restricted includes any extraordinary expenditure restrictions (when applicable).

NOTES:

CORE RECONCILIATION DETAIL

DEPARTMENT OF ECONOMIC DEVELOPMENT MO ECO RESEARCH INFO CENTER

5. CORE RECONCILIATION DETAIL

		Budget Class	FTE	GR	Federal	Other	Total	Explanation
TAFP AFTER VETOES								
	PS		28.39	113,455	1,530,483	0	1,643,938	
	EE		0.00	19,160	270,748	0	289,908	
	PD		0.00	0	32,185	0	32,185	
	Total		28.39	132,615	1,833,416	0	1,966,031	
DEPARTMENT CORE ADJUSTMENTS								
Core Reallocation	1691 3699	PS	0.00	0	0	0		(0) More closely align to budget actuals.
NET DEPARTMENT CHANGES			0.00	0	0	0		(0)
DEPARTMENT CORE REQUEST								
	PS		28.39	113,455	1,530,483	0	1,643,938	
	EE		0.00	19,160	270,748	0	289,908	
	PD		0.00	0	32,185	0	32,185	
	Total		28.39	132,615	1,833,416	0	1,966,031	
GOVERNOR'S RECOMMENDED CORE								
	PS		28.39	113,455	1,530,483	0	1,643,938	
	EE		0.00	19,160	270,748	0	289,908	
	PD		0.00	0	32,185	0	32,185	
	Total		28.39	132,615	1,833,416	0	1,966,031	

DEPARTMENT OF ECONOMIC DEVELOPMENT

DECISION ITEM SUMMARY

Budget Unit								
Decision Item	FY 2017	FY 2017	FY 2018	FY 2018	FY 2019	FY 2019	*****	*****
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
MO ECO RESEARCH INFO CENTER								
CORE								
PERSONAL SERVICES								
GENERAL REVENUE	90,350	1.66	113,455	2.08	113,455	2.08	0	0.00
DIV JOB DEVELOPMENT & TRAINING	970,969	21.31	1,530,483	26.31	1,530,483	26.31	0	0.00
TOTAL - PS	1,061,319	22.97	1,643,938	28.39	1,643,938	28.39	0	0.00
EXPENSE & EQUIPMENT								
GENERAL REVENUE	18,585	0.00	19,160	0.00	19,160	0.00	0	0.00
DIV JOB DEVELOPMENT & TRAINING	61,287	0.00	270,748	0.00	270,748	0.00	0	0.00
TOTAL - EE	79,872	0.00	289,908	0.00	289,908	0.00	0	0.00
PROGRAM-SPECIFIC								
DIV JOB DEVELOPMENT & TRAINING	0	0.00	32,185	0.00	32,185	0.00	0	0.00
TOTAL - PD	0	0.00	32,185	0.00	32,185	0.00	0	0.00
TOTAL	1,141,191	22.97	1,966,031	28.39	1,966,031	28.39	0	0.00
GRAND TOTAL	\$1,141,191	22.97	\$1,966,031	28.39	\$1,966,031	28.39	\$0	0.00

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FLEXIBILITY REQUEST FORM

BUDGET UNIT NUMBER: 42183C	DEPARTMENT: Economic Development
BUDGET UNIT NAME: Missouri Economic Research and Information Center (MERIC) See complete list of budget units below.	DIVISION: Business and Community Services

1. Provide the amount by fund of personal service flexibility and the amount by fund of expense and equipment flexibility you are requesting in dollar and percentage terms and explain why the flexibility is needed. If flexibility is being requested among divisions, provide the amount by fund of flexibility you are requesting in dollar and percentage terms and explain why the flexibility is needed.

DEPARTMENT REQUEST
<p>The department is requesting 10% flexibility between the Personal Service and Expense and Equipment appropriations the Missouri Economic Research and Information Center (MERIC). This flexibility is needed to ensure our ability to immediately address any identified operational modifications in order to provide the highest quality services to Missourians. Areas of need include special or emergency projects and staff assistance for businesses, training for employees, purchase of supplies and other equipment to make the division more efficient.</p> <p>- MERIC PS (3699-0101) - \$113,455 * 10% = \$11,346 and MERIC EE (3700-0101) - \$19,160 * 10% = \$1,916 - MERIC PS (3701-0155) - \$1,530,483 * 10% = \$153,048 and MERIC EE (3702-0155) - \$302,933 * 10% = \$30,293</p>

2. Estimate how much flexibility will be used for the budget year. How much flexibility was used in the Prior Year Budget and the Current Year Budget? Please specify the amount.

PRIOR YEAR ACTUAL AMOUNT OF FLEXIBILITY USED	CURRENT YEAR ESTIMATED AMOUNT OF FLEXIBILITY THAT WILL BE USED	BUDGET REQUEST ESTIMATED AMOUNT OF FLEXIBILITY THAT WILL BE USED
\$0	Expenditures in PS and E&E will differ annually based on needs to cover operational expenses, address emergency and changing situations, etc.	Expenditures in PS and E&E will differ annually based on needs to cover operational expenses, address emergency and changing situations, etc.

3. Please explain how flexibility was used in the prior and/or current years.

PRIOR YEAR EXPLAIN ACTUAL USE	CURRENT YEAR EXPLAIN PLANNED USE
<p>In FY 2016, MERIC flexed \$0.</p>	<p>In FY 2017, the MERIC, Marketing, Sales, Finance and Compliance teams were appropriated 10% flexibility between PS and E&E appropriations. This flexibility will allow the department to respond to changing situations to continue to provide the best possible quality service to our customers.</p>

FLEXIBILITY REQUEST FORM

BUDGET UNIT NUMBER: 42183C, 41945C, 41955C, and 41965C	DEPARTMENT: Economic Development	
BUDGET UNIT NAME: MERIC, Marketing, Sales, and Finance	DIVISION: Business and Community Services	
1. Provide the amount by fund of personal service flexibility and the amount by fund of expense and equipment flexibility you are requesting in dollar and percentage terms and explain why the flexibility is needed. If flexibility is being requested among divisions, provide the amount by fund of flexibility you are requesting in dollar and percentage terms and explain why the flexibility is needed.		
DEPARTMENT REQUEST		
<p>The Department is requesting 10% flexibility for General Revenue between the teams in the Business and Community Services Division (Section 7.015 of HB 7). These teams are MERIC, Marketing, Sales, and Finance.</p> <p>- General Revenue: PS \$2,411,993 * 10% = \$241,199 (52.24 FTE * 10% = 5.22); EE \$1,602,149 * 10% = \$160,215</p>		
2. Estimate how much flexibility will be used for the budget year. How much flexibility was used in the Prior Year Budget and the Current Year Budget? Please specify the amount.		
PRIOR YEAR ACTUAL AMOUNT OF FLEXIBILITY USED	CURRENT YEAR ESTIMATED AMOUNT OF FLEXIBILITY THAT WILL BE USED	BUDGET REQUEST ESTIMATED AMOUNT OF FLEXIBILITY THAT WILL BE USED
\$0	Expenditures in PS and E&E will differ annually based on needs to cover operational expenses, address emergency and changing situations, etc.	Expenditures in PS and E&E will differ annually based on needs to cover operational expenses, address emergency and changing situations, etc.
3. Please explain how flexibility was used in the prior and/or current years.		
PRIOR YEAR EXPLAIN ACTUAL USE	CURRENT YEAR EXPLAIN PLANNED USE	
In FY 2017, there was \$0 flexed between the BCS Teams.	In FY 2018, the MERIC, Marketing, Sales, Finance and Compliance Teams were appropriated 10% flexibility between them for GR and 100% between Federal (Section 7.015). This flexibility will allow the department to respond to changing situations to continue to provide the best possible quality service to our customers.	

DEPARTMENT OF ECONOMIC DEVELOPMENT

DECISION ITEM DETAIL

Budget Unit	FY 2017	FY 2017	FY 2018	FY 2018	FY 2019	FY 2019	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
MO ECO RESEARCH INFO CENTER								
CORE								
ADMIN OFFICE SUPPORT ASSISTANT	0	0.00	95,216	0.00	0	0.00	0	0.00
SR OFFICE SUPPORT ASSISTANT	10,444	0.38	86,816	3.00	86,816	2.00	0	0.00
RESEARCH ANAL I	158,855	4.83	178,337	5.41	203,337	5.41	0	0.00
RESEARCH ANAL II	82,347	2.08	294,770	3.13	294,770	3.13	0	0.00
RESEARCH ANAL III	229,600	5.00	249,242	6.14	276,564	6.18	0	0.00
RESEARCH ANAL IV	0	0.00	49,465	1.29	49,465	1.29	0	0.00
LABOR ECONOMIST	57,601	1.00	57,639	1.00	57,639	1.00	0	0.00
EXECUTIVE II	47,829	1.00	46,331	1.00	56,331	1.00	0	0.00
PLANNER II	37,507	0.81	30,907	0.70	40,907	0.70	0	0.00
PLANNER III	139,421	3.00	126,308	2.00	156,308	3.00	0	0.00
MARKETING SPECIALIST III	0	0.00	5,151	0.00	5,151	0.00	0	0.00
ECONOMIC DEV INCENTIVE SPEC I	401	0.01	0	0.00	0	0.00	0	0.00
RESEARCH MANAGER B1	114,962	2.00	115,289	2.04	132,967	2.00	0	0.00
RESEARCH MANAGER B2	153,530	2.08	72,222	1.03	178,602	2.01	0	0.00
COMMUNITY & ECONOMIC DEV MGRB1	12,104	0.24	74,174	0.37	74,174	0.37	0	0.00
DESIGNATED PRINCIPAL ASST DEPT	0	0.00	56,661	0.00	0	0.00	0	0.00
DESIGNATED PRINCIPAL ASST DIV	0	0.00	74,503	0.98	0	0.00	0	0.00
MISCELLANEOUS PROFESSIONAL	16,718	0.54	30,907	0.30	30,907	0.30	0	0.00
TOTAL - PS	1,061,319	22.97	1,643,938	28.39	1,643,938	28.39	0	0.00
TRAVEL, IN-STATE	5,765	0.00	12,523	0.00	12,523	0.00	0	0.00
TRAVEL, OUT-OF-STATE	18,342	0.00	45,857	0.00	45,857	0.00	0	0.00
SUPPLIES	14,327	0.00	32,285	0.00	32,285	0.00	0	0.00
PROFESSIONAL DEVELOPMENT	9,288	0.00	24,012	0.00	24,012	0.00	0	0.00
COMMUNICATION SERV & SUPP	13,216	0.00	19,427	0.00	19,427	0.00	0	0.00
PROFESSIONAL SERVICES	16,113	0.00	133,270	0.00	133,270	0.00	0	0.00
HOUSEKEEPING & JANITORIAL SERV	0	0.00	72	0.00	72	0.00	0	0.00
M&R SERVICES	2,100	0.00	7,482	0.00	7,482	0.00	0	0.00
OFFICE EQUIPMENT	0	0.00	9,860	0.00	9,860	0.00	0	0.00
OTHER EQUIPMENT	0	0.00	2,951	0.00	2,951	0.00	0	0.00
PROPERTY & IMPROVEMENTS	0	0.00	1,000	0.00	1,000	0.00	0	0.00
BUILDING LEASE PAYMENTS	0	0.00	860	0.00	860	0.00	0	0.00
EQUIPMENT RENTALS & LEASES	0	0.00	204	0.00	204	0.00	0	0.00

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DEPARTMENT OF ECONOMIC DEVELOPMENT

DECISION ITEM DETAIL

Budget Unit	FY 2017	FY 2017	FY 2018	FY 2018	FY 2019	FY 2019	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
MO ECO RESEARCH INFO CENTER								
CORE								
MISCELLANEOUS EXPENSES	721	0.00	104	0.00	104	0.00	0	0.00
REBILLABLE EXPENSES	0	0.00	1	0.00	1	0.00	0	0.00
TOTAL - EE	79,872	0.00	289,908	0.00	289,908	0.00	0	0.00
PROGRAM DISTRIBUTIONS	0	0.00	32,185	0.00	32,185	0.00	0	0.00
TOTAL - PD	0	0.00	32,185	0.00	32,185	0.00	0	0.00
GRAND TOTAL	\$1,141,191	22.97	\$1,966,031	28.39	\$1,966,031	28.39	\$0	0.00
GENERAL REVENUE	\$108,935	1.66	\$132,615	2.08	\$132,615	2.08		0.00
FEDERAL FUNDS	\$1,032,256	21.31	\$1,833,416	26.31	\$1,833,416	26.31		0.00
OTHER FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00

PROGRAM DESCRIPTION

Department: Economic Development

Program Name: Research Team - (MERIC)

Program is found in the following core budget(s): Research Team - Missouri's Economic Research and Information Center (MERIC)

1a. What strategic priority does this program address?

Facilitate Quality Jobs and Investment

1b. What does this program do?

MERIC delivers accurate, targeted information to stakeholders to assist in developing policies and actions that can help grow the Missouri economy.

The Missouri Economic Research and Information Center (MERIC) performs data gathering, applied research, and reporting useful to businesses, policymakers, jobseekers, educators, planners and the general public in making economic and data-driven decisions. Research includes:

- Development and analysis of labor market data such as employment, unemployment, and occupational information
- Studies of Missouri's industries, targeted sectors, and top occupations in those businesses

2. What is the authorization for this program, i.e., federal or state statute, etc.? (Include the federal program number, if applicable.)

Section 620.010, RSMo, establishes the Department of Economic Development and its divisions. MERIC's federal funding from the U.S. Department of Labor comes from the Bureau of Labor Statistics and Employment and Training Administration (BLS). The BLS is authorized to collect labor market information pursuant to the 1884 statute (29 USC 1), an Act to Establish the Bureau of Labor, as amended. Section 14 of the Wagner-Peyser Act (29 USC 49 f(a)(3)(D)) authorizes the Secretary of Labor to reimburse the States to provide data for national statistical programs. In addition, both BLS and ETA cite the Workforce Investment Act of 1998 which amended the Wagner-Peyser Act by adding a new section 15, "Employment Statistics," which authorizes the Secretary of Labor to "...oversee the development, maintenance, and continuous improvement of a nationwide system of economic statistics..." as authorization for their programs.

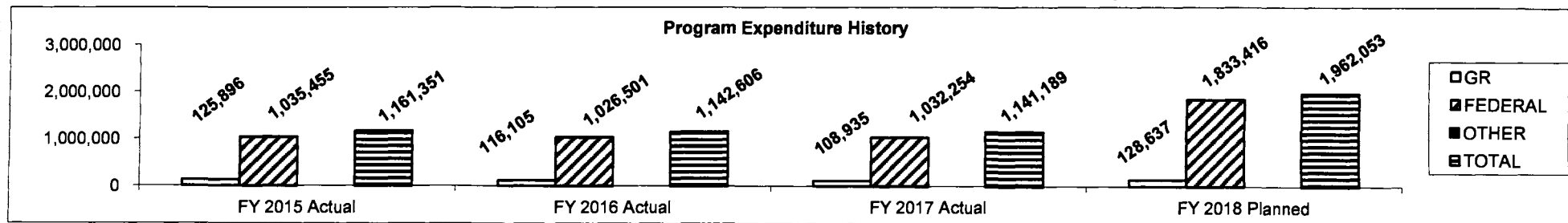
3. Are there federal matching requirements? If yes, please explain.

No.

4. Is this a federally mandated program? If yes, please explain.

Yes. The BLS uses a cooperative agreement to fund cooperative statistical programs because of the agency's ongoing involvement in the programs, pursuant to the Federal Grant and Cooperative Agreement Act of 1977 (31 USC 6301-08). The specific statistical programs and program requirements funded through this LMI Cooperative Agreement are described in ongoing work statements with the states. In a similar fashion, ETA instructions for use of its funding are detailed to states in the annual Training and Employment Guidance Letter for the Workforce Information Core Products and Services Grant.

5. Provide actual expenditures for the prior three fiscal years and planned expenditures for the current fiscal year.



Note: Planned Expenditures for GR reflect 3% Governor's Reserve.

6. What are the sources of the "Other " funds?

N/A

PROGRAM DESCRIPTION

Department: Economic Development

Program Name: Research Team - (MERIC)

Program is found in the following core budget(s): Research Team - Missouri's Economic Research and Information Center (MERIC)

7a. Provide an effectiveness measure.

Annual qualitative effectiveness measure : State Workforce Board approved annual performance report of activities. Background: the U.S. Dept. of Labor, which funds most MERIC activities, requires that research developed is reviewed and approved by the board to ensure that information is effective for stakeholder use.

Direct Outreach per Staff: Annual number of people presented to/assisted/newsletter recipients

Base Target: 257 Direct Outreach Contacts per Staff

Stretch Target: min. 2% over base each year

Direct Outreach per Staff: Annual number of people presented to+assisted+newsletter recipients / Staff

	FY2015 Actual	FY2016 Actual	FY2017* Projected	FY2017* Actual	FY2018 Projected
Direct Outreach per Staff	173	188	257	257	262

**Added Labor Market Info. technical assistance calls and newsletter recipients for FY2017 and forward so break in series*

Annual Effectiveness Survey (part of BCS ten question survey and base/stretch can be added after initial survey)

BCS will create a ten question survey. Five questions will be common across the Division. Five questions will be specific to the activities of this program. The five common questions will be aggregated annually and benchmarked against a baseline for division-wide improvement. The five questions specific to the program will be aggregated annually and benchmarked against a baseline for improvements to this program.

7b. Provide an efficiency measure.

Annual Cost Per Research Product & Service: New Research Products and Services / Funding

	FY2015 Actual	FY2016 Actual	FY2017* Projected	FY2017* Actual	FY2018 Projected
Cost Per Research Product & Service	\$1,664	\$1,622	\$1,009	\$1,009	\$1,009

**Added additional tracked services for FY2017 and forward so break in series*

PROGRAM DESCRIPTION

Department: Economic Development

Program Name: Research Team - (MERIC)

Program is found in the following core budget(s): Research Team - Missouri's Economic Research and Information Center (MERIC)

7c. Provide the number of clients/individuals served, if applicable.

Annual Direct Customers Served: Presentations+Customer Calls+Newsletter+Unique Web Users

	FY2015 Actual	FY2016 Actual	FY2017* Projected	FY2017* Actual	FY2018 Projected
Annual Direct Customers Served	204,511	201,108	202,280	202,280	202,000

7d. Provide a customer satisfaction measure, if available.

BCS will create a ten question survey. Five questions will be common across the Division. Five questions will be specific to the activities of this program. The five common questions will be aggregated annually and benchmarked against a baseline for division-wide improvement. The five questions specific to the program will be aggregated annually and benchmarked against a baseline for improvements to this program.

CORE DECISION ITEM

Department: Economic Development
Division: Business and Community Services
Core: Marketing Team

Budget Unit 41945C

1. CORE FINANCIAL SUMMARY

	FY 2019 Budget Request			
	GR	Federal	Other	Total
PS	0	51,379	45,447	96,826
EE	0	0	884,675	884,675
PSD	0	0	517,563	517,563
TRF	0	0	0	0
Total	0	51,379	1,447,685	1,499,064
FTE	0.00	0.26	1.15	1.41

Est. Fringe	0	17,940	25,352	43,292
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Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds: International Promotions Revolving Fund (0567)
Economic Development Administrative Revolving Fund (0547)
Economic Development Advancement Fund (0783)

	FY 2019 Governor's Recommendation			
	GR	Fed	Other	Total
PS				0
EE		0		0
PSD		0		0
TRF	0	0	0	0
Total	0	0	0	0
FTE				0.00

Est. Fringe	0	0	0	0
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Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds: International Promotions Revolving Fund (0567)
Economic Development Administrative Revolving Fund (0547)
Economic Development Advancement Fund (0783)

2. CORE DESCRIPTION

Missouri is a great place to do business and it is the responsibility of the Marketing Team to promote and market Missouri in the in-state, national, and international marketplace. The Marketing Team supports the Division of Business and Community services (BCS) as well as their parent agency the Department of Economic Development by providing email communications, print advertising, publishing, videography, website creation and management and other media production services. The team consists of professional graphic design artists, a videographer, and content writers. In addition to creating marketing collateral materials aimed at the public, they support the internal teams of BCS by designing and publishing applications, updating and distributing various reports, creating materials for events, and other digital communication specific to the Division of Business and Community Services.

The International Promotions Revolving Fund is a means for collection of private funds provided by companies in support of the services DED provides in accompanying businesses on foreign transactions. The Program Specific Distribution funding is used to support the Export Trade Program, which supports travel trade show costs and other direct costs of Missouri businesses to develop opportunities in order to create export sales. The Export Initiative is supported by \$500,000 of the E&E funds included here.

The Division serves as a partner in the economic development professional community to facilitate the expansion of existing business in the State; to facilitate the location of new business to the State; and to facilitate the startup of new business in the State. The Division also serves as a partner with local governments, nonprofits, community organizations, and private citizens to help develop and grow Missouri's communities. The services provided by BCS include professional technical assistance and project management; training; research; financial assistance; and compliance. A few of the ways BCS measures its success include measuring new jobs created, private investment, leverage, and efficiency of operations.

CORE DECISION ITEM

Department: Economic Development
Division: Business and Community Services
Core: Marketing Team

Budget Unit 41945C

3. PROGRAM LISTING (list programs included in this core funding)

Marketing Team

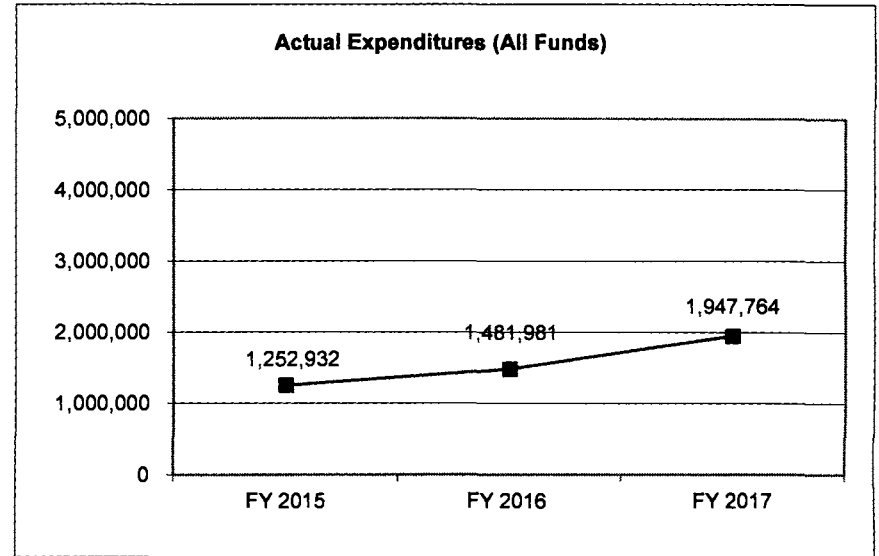
4. FINANCIAL HISTORY

	FY 2015 Actual	FY 2016 Actual	FY 2017 Actual	FY 2018 Current Yr.
Appropriation (All Funds)	3,145,208	3,211,050	3,016,454	3,016,454
Less Reverted (All Funds)	(46,768)	(51,417)	(45,522)	0
Less Restricted (All Funds)*	0	0	0	0
Budget Authority (All Funds)	3,098,440	3,159,633	2,970,932	3,016,454
Actual Expenditures (All Funds)	1,252,932	1,481,981	1,947,764	N/A
Unexpended (All Funds)	1,845,508	1,677,652	1,023,168	N/A
Unexpended, by Fund:				
General Revenue	330,705	368,992	10,874	N/A
Federal	114,738	50,731	51,379	N/A
Other	1,400,065	1,258,289	960,915	N/A

*Restricted amount is as of: _____

Reverted includes Governor's standard 3 percent reserve (when applicable).
 Restricted includes any extraordinary expenditure restriction (when applicable).

NOTES:



CORE RECONCILIATION DETAIL

DEPARTMENT OF ECONOMIC DEVELOPMENT MARKETING

5. CORE RECONCILIATION DETAIL

				Budget Class	FTE	GR	Federal	Other	Total	Explanation
TAFP AFTER VETOES										
				PS	5.53	0	51,379	224,186	275,565	
				EE	0.00	0	0	1,773,326	1,773,326	
				PD	0.00	0	0	967,563	967,563	
				Total	5.53	0	51,379	2,965,075	3,016,454	
DEPARTMENT CORE ADJUSTMENTS										
Core Reduction	1211	4569		PS	(4.12)	0	0	(178,739)	(178,739)	Reduce EDAF funding for GR NDI
Core Reduction	1211	2387		EE	0.00	0	0	(888,651)	(888,651)	Reduce EDAF funding for GR NDI
Core Reduction	1211	2387		PD	0.00	0	0	(450,000)	(450,000)	Reduce EDAF funding for GR NDI
NET DEPARTMENT CHANGES					(4.12)	0	0	(1,517,390)	(1,517,390)	
DEPARTMENT CORE REQUEST										
				PS	1.41	0	51,379	45,447	96,826	
				EE	0.00	0	0	884,675	884,675	
				PD	0.00	0	0	517,563	517,563	
				Total	1.41	0	51,379	1,447,685	1,499,064	
GOVERNOR'S RECOMMENDED CORE										
				PS	1.41	0	51,379	45,447	96,826	
				EE	0.00	0	0	884,675	884,675	
				PD	0.00	0	0	517,563	517,563	
				Total	1.41	0	51,379	1,447,685	1,499,064	

DEPARTMENT OF ECONOMIC DEVELOPMENT

DECISION ITEM SUMMARY

Budget Unit		FY 2017		FY 2018		FY 2019		*****	*****
Decision Item		ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Summary		DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
Fund									
MARKETING									
CORE									
PERSONAL SERVICES									
GENERAL REVENUE		162,504	3.56	0	0.00	0	0.00	0	0.00
DIV JOB DEVELOPMENT & TRAINING		0	0.00	51,379	0.26	51,379	0.26	0	0.00
DED ADMINISTRATIVE		1,340	0.04	45,447	1.15	45,447	1.15	0	0.00
ECON DEVELOP ADVANCEMENT FUND		0	0.00	178,739	4.12	0	0.00	0	0.00
TOTAL - PS		163,844	3.60	275,565	5.53	96,826	1.41	0	0.00
EXPENSE & EQUIPMENT									
GENERAL REVENUE		736,397	0.00	0	0.00	0	0.00	0	0.00
INTERNATIONAL PROMOTIONS REVOL		223,750	0.00	884,675	0.00	884,675	0.00	0	0.00
ECON DEVELOP ADVANCEMENT FUND		0	0.00	888,651	0.00	0	0.00	0	0.00
TOTAL - EE		960,147	0.00	1,773,326	0.00	884,675	0.00	0	0.00
PROGRAM-SPECIFIC									
GENERAL REVENUE		562,093	0.00	0	0.00	0	0.00	0	0.00
INTERNATIONAL PROMOTIONS REVOL		261,680	0.00	517,563	0.00	517,563	0.00	0	0.00
ECON DEVELOP ADVANCEMENT FUND		0	0.00	450,000	0.00	0	0.00	0	0.00
TOTAL - PD		823,773	0.00	967,563	0.00	517,563	0.00	0	0.00
TOTAL		1,947,764	3.60	3,016,454	5.53	1,499,064	1.41	0	0.00
Restore GR-Mktg/Sales/Finance - 1419002									
PERSONAL SERVICES									
GENERAL REVENUE		0	0.00	0	0.00	178,739	4.12	0	0.00
TOTAL - PS		0	0.00	0	0.00	178,739	4.12	0	0.00
EXPENSE & EQUIPMENT									
GENERAL REVENUE		0	0.00	0	0.00	888,651	0.00	0	0.00
TOTAL - EE		0	0.00	0	0.00	888,651	0.00	0	0.00
PROGRAM-SPECIFIC									
GENERAL REVENUE		0	0.00	0	0.00	450,000	0.00	0	0.00
TOTAL - PD		0	0.00	0	0.00	450,000	0.00	0	0.00
TOTAL		0	0.00	0	0.00	1,517,390	4.12	0	0.00
GRAND TOTAL		\$1,947,764	3.60	\$3,016,454	5.53	\$3,016,454	5.53	\$0	0.00

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FLEXIBILITY REQUEST FORM

BUDGET UNIT NUMBER: 41945C BUDGET UNIT NAME: Marketing Team See complete list of budget units below.	DEPARTMENT: Economic Development DIVISION: Business and Community Services
1. Provide the amount by fund of personal service flexibility and the amount by fund of expense and equipment flexibility you are requesting in dollar and percentage terms and explain why the flexibility is needed. If flexibility is being requested among divisions, provide the amount by fund of flexibility you are requesting in dollar and percentage terms and explain why the flexibility is needed.	
DEPARTMENT REQUEST	
<p>The department is requesting 10% flexibility between the Personal Service and Expense and Equipment appropriations for the Marketing Team. This flexibility is needed to ensure our ability to immediately address any identified operational modifications in order to provide the highest quality services to Missourians. Areas of need include special or emergency projects and staff assistance for businesses, training for employees, purchase of supplies and other equipment to make the division more efficient.</p> <p>- EDAF: Marketing PS (4569-0783) - \$178,739 * 10% = \$17,874 and Marketing EE (2387-0783) - \$1,338,651 * 10% - \$133,865</p>	
2. Estimate how much flexibility will be used for the budget year. How much flexibility was used in the Prior Year Budget and the Current Year Budget? Please specify the amount.	
PRIOR YEAR ACTUAL AMOUNT OF FLEXIBILITY USED	CURRENT YEAR ESTIMATED AMOUNT OF FLEXIBILITY THAT WILL BE USED
\$0	Expenditures in PS and E&E will differ annually based on needs to cover operational expenses, address emergency and changing situations, etc.
BUDGET REQUEST ESTIMATED AMOUNT OF FLEXIBILITY THAT WILL BE USED	
Expenditures in PS and E&E will differ annually based on needs to cover operational expenses, address emergency and changing situations, etc.	
3. Please explain how flexibility was used in the prior and/or current years.	
PRIOR YEAR EXPLAIN ACTUAL USE	CURRENT YEAR EXPLAIN PLANNED USE
In FY 2017, the Marketing Team flexed \$0.	In FY 2018, the MERIC, Marketing, Sales, Finance and Compliance teams were appropriated 10% flexibility between PS and E&E appropriations. This flexibility will allow the department to respond to changing situations to continue to provide the best possible quality service to our customers.

FLEXIBILITY REQUEST FORM

BUDGET UNIT NUMBER: 42183C, 41945C, 41955C, and 41965C	DEPARTMENT: Economic Development
BUDGET UNIT NAME: MERIC, Marketing, Sales, and Finance	DIVISION: Business and Community Services
1. Provide the amount by fund of personal service flexibility and the amount by fund of expense and equipment flexibility you are requesting in dollar and percentage terms and explain why the flexibility is needed. If flexibility is being requested among divisions, provide the amount by fund of flexibility you are requesting in dollar and percentage terms and explain why the flexibility is needed.	
DEPARTMENT REQUEST	
<p>The Department is requesting 10% flexibility for General Revenue between the teams in the Business and Community Services Division (Section 7.015 of HB 7). These teams are MERIC, Marketing, Sales, and Finance.</p> <p>- General Revenue: PS \$2,411,993 * 10% = \$241,199 (52.24 FTE * 10% = 5.22); EE \$1,602,149 * 10% = \$160,215</p>	
2. Estimate how much flexibility will be used for the budget year. How much flexibility was used in the Prior Year Budget and the Current Year Budget? Please specify the amount.	
PRIOR YEAR ACTUAL AMOUNT OF FLEXIBILITY USED	CURRENT YEAR ESTIMATED AMOUNT OF FLEXIBILITY THAT WILL BE USED
\$0	Expenditures in PS and E&E will differ annually based on needs to cover operational expenses, address emergency and changing situations, etc.
BUDGET REQUEST ESTIMATED AMOUNT OF FLEXIBILITY THAT WILL BE USED	
Expenditures in PS and E&E will differ annually based on needs to cover operational expenses, address emergency and changing situations, etc.	
3. Please explain how flexibility was used in the prior and/or current years.	
PRIOR YEAR EXPLAIN ACTUAL USE	CURRENT YEAR EXPLAIN PLANNED USE
In FY 2017, there was \$0 flexed between the BCS Teams.	In FY 2018, the MERIC, Marketing, Sales, Finance and Compliance Teams were appropriated 10% flexibility between them for GR and 100% between Federal (Section 7.015). This flexibility will allow the department to respond to changing situations to continue to provide the best possible quality service to our customers.

DEPARTMENT OF ECONOMIC DEVELOPMENT

DECISION ITEM DETAIL

Budget Unit	FY 2017	FY 2017	FY 2018	FY 2018	FY 2019	FY 2019	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
MARKETING								
CORE								
ADMIN OFFICE SUPPORT ASSISTANT	5,922	0.19	4,029	0.13	0	0.00	0	0.00
RESEARCH ANAL II	0	0.00	65	0.00	0	0.00	0	0.00
RESEARCH ANAL III	0	0.00	136	0.00	0	0.00	0	0.00
RESEARCH ANAL IV	0	0.00	35	0.00	0	0.00	0	0.00
PLANNER II	0	0.00	131	0.00	0	0.00	0	0.00
MARKETING SPECIALIST I	24,094	0.75	26,683	0.50	0	0.00	0	0.00
MARKETING SPECIALIST II	13,956	0.35	48,973	1.09	21,374	0.71	0	0.00
MARKETING SPECIALIST III	65,379	1.38	155,281	3.45	75,452	0.70	0	0.00
ECONOMIC DEV INCENTIVE SPEC I	1,340	0.04	0	0.00	0	0.00	0	0.00
RESEARCH MANAGER B1	0	0.00	5,151	0.00	0	0.00	0	0.00
COMMUNITY & ECONOMIC DEV MGRB1	39,797	0.77	13,275	0.05	0	0.00	0	0.00
DIVISION DIRECTOR	13,356	0.12	6,070	0.06	0	0.00	0	0.00
DESIGNATED PRINCIPAL ASST DIV	0	0.00	8,648	0.00	0	0.00	0	0.00
BUDGET/PLANNING ANALYST	0	0.00	39	0.00	0	0.00	0	0.00
SPECIAL ASST OFFICE & CLERICAL	0	0.00	7,049	0.25	0	0.00	0	0.00
TOTAL - PS	163,844	3.60	275,565	5.53	96,826	1.41	0	0.00
TRAVEL, IN-STATE	12,418	0.00	89,836	0.00	2,272	0.00	0	0.00
TRAVEL, OUT-OF-STATE	81,734	0.00	82,531	0.00	77,171	0.00	0	0.00
FUEL & UTILITIES	0	0.00	3,508	0.00	0	0.00	0	0.00
SUPPLIES	101,183	0.00	155,150	0.00	24,032	0.00	0	0.00
PROFESSIONAL DEVELOPMENT	123,724	0.00	204,674	0.00	63,317	0.00	0	0.00
COMMUNICATION SERV & SUPP	2,686	0.00	186,751	0.00	5,963	0.00	0	0.00
PROFESSIONAL SERVICES	368,949	0.00	928,450	0.00	647,695	0.00	0	0.00
M&R SERVICES	14,492	0.00	15,000	0.00	0	0.00	0	0.00
COMPUTER EQUIPMENT	0	0.00	10,000	0.00	0	0.00	0	0.00
MOTORIZED EQUIPMENT	0	0.00	2,000	0.00	0	0.00	0	0.00
OFFICE EQUIPMENT	0	0.00	26,237	0.00	14,729	0.00	0	0.00
OTHER EQUIPMENT	32,512	0.00	16,408	0.00	6,000	0.00	0	0.00
PROPERTY & IMPROVEMENTS	0	0.00	1,000	0.00	0	0.00	0	0.00
BUILDING LEASE PAYMENTS	222,236	0.00	35,124	0.00	32,002	0.00	0	0.00
EQUIPMENT RENTALS & LEASES	0	0.00	2,180	0.00	101	0.00	0	0.00
MISCELLANEOUS EXPENSES	213	0.00	12,278	0.00	10,194	0.00	0	0.00

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DEPARTMENT OF ECONOMIC DEVELOPMENT

DECISION ITEM DETAIL

Budget Unit	FY 2017	FY 2017	FY 2018	FY 2018	FY 2019	FY 2019	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
MARKETING								
CORE								
REBILLABLE EXPENSES	0	0.00	2,199	0.00	1,199	0.00	0	0.00
TOTAL - EE	960,147	0.00	1,773,326	0.00	884,675	0.00	0	0.00
PROGRAM DISTRIBUTIONS	823,560	0.00	956,601	0.00	506,601	0.00	0	0.00
REFUNDS	213	0.00	10,962	0.00	10,962	0.00	0	0.00
TOTAL - PD	823,773	0.00	967,563	0.00	517,563	0.00	0	0.00
GRAND TOTAL	\$1,947,764	3.60	\$3,016,454	5.53	\$1,499,064	1.41	\$0	0.00
GENERAL REVENUE	\$1,460,994	3.56	\$0	0.00	\$0	0.00		0.00
FEDERAL FUNDS	\$0	0.00	\$51,379	0.26	\$51,379	0.26		0.00
OTHER FUNDS	\$486,770	0.04	\$2,965,075	5.27	\$1,447,685	1.15		0.00

PROGRAM DESCRIPTION

Department: Economic Development

Program Name: Marketing Team

Program is found in the following core budget(s): Marketing Team

1a. What strategic priority does this program address?

Facilitate Quality Jobs and Investment

1b. What does this program do?

- The marketing (communications) team develops print and digital materials for both the Division and the DED.
- Produces video, photo, audio and animation products.
- Maintain and update DED's website (ded.mo.gov) and other department sites.
- Participate in, and host and support events in and outside the state.
- Provide webinars and other training support resources.
- Maintain and update BCS program form and documents for end users.
- Produce content for DED social media networks to gain earned media publicity.

2. What is the authorization for this program, i.e., federal or state statute, etc.? (Include the federal program number, if applicable.)

Section 620.010, RSMo., establishes the Department of Economic Development and its divisions.

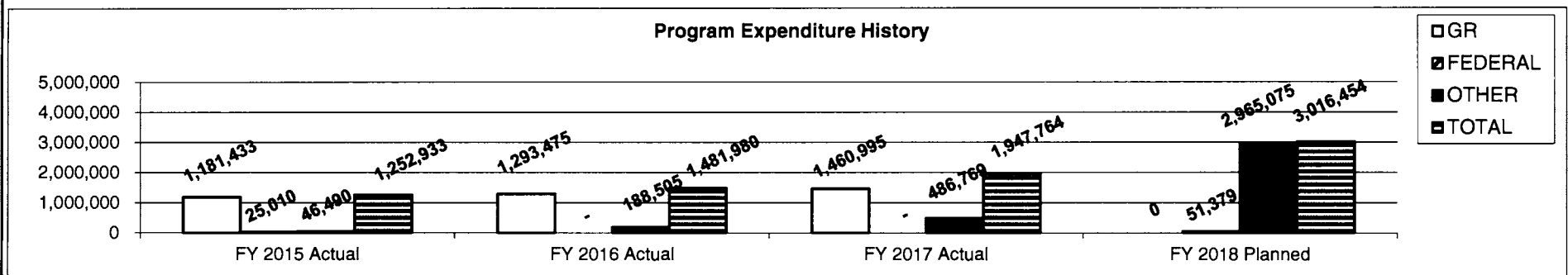
3. Are there federal matching requirements? If yes, please explain.

No.

4. Is this a federally mandated program? If yes, please explain.

No.

5. Provide actual expenditures for the prior three fiscal years and planned expenditures for the current fiscal year.



Note: Planned Expenditures for GR reflect 3% Governor's Reserve.

6. What are the sources of the "Other " funds?

FY15-FY17: International Promotions Revolving Fund (0567) and Economic Development Administrative Revolving Fund (0547). FY18: Economic Development Advancement Fund (0783), International Promotions Revolving Fund (0567) and Economic Development Administrative Revolving Fund

PROGRAM DESCRIPTION

Department: Economic Development

Program Name: Marketing Team

Program is found in the following core budget(s): Marketing Team

7a. Provide an effectiveness measure.

Develop various quantitative and qualitative surveys to gage customers perception of our effectiveness in the targeted initiative areas.

Will use state survey system to build, gather and analyze results. Utilize GovDelivery as the distribution platform.

Baseline will be established during FY18.

Stretch target will be established during FY18.

7b. Provide an efficiency measure.

Work in Progress.

7c. Provide the number of clients/individuals served, if applicable.

1. Increase the number of emails sent and opened that are specifically focused on the targeted initiatives.

Will use the GovDelivery analytics system.

Baseline will be established during FY18.

Stretch target will be established during FY18.

2. Increase the amount of DED website traffic specifically focused on targeted industries.

Track annual total website sessions of the pages focused on the targeted initiatives.

Baseline will be established during FY18.

Stretch target will be established during FY18.

3. Increase public engagement by utilizing online content, social media, and new and existing public outreach to inform and educate the target audience on ways to grow the skilled workforce and strengthen business in Missouri.

Use online and social media analytic tools as well as survey data results.

Baseline will be established during FY18.

7d. Provide a customer satisfaction measure, if available.

BCS will create a ten question survey. Five questions will be common across the Division. Five questions will be specific to the activities of this program.

The five common questions will be aggregated annually and benchmarked against a baseline for division-wide improvement. The five questions specific to the program will be aggregated annually and benchmarked against a baseline for improvements to this program.

NEW DECISION ITEM
RANK: _____ OF _____

Department: Economic Development	Budget Unit 41945C, 41955C and 41965C
Division: Business and Community Services	
DI Name: Restoration of GR-Marketing, Sales, Finance Teams	DI# 1419002

1. AMOUNT OF REQUEST

FY 2019 Budget Request				
	GR	Federal	Other	Total
PS	1,667,011	0	0	1,667,011
EE	1,119,989	0	0	1,119,989
PSD	463,000	0	0	463,000
TRF	0	0	0	0
Total	3,250,000	0	0	3,250,000
FTE	32.64	0.00	0.00	32.64

Est. Fringe	336,453	0	0	336,453
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Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds:

FY 2019 Governor's Recommendation				
	GR	Federal	Other	Total
PS	0	0	0	0
EE	0	0	0	0
PSD	0	0	0	0
TRF	0	0	0	0
Total	0	0	0	0
FTE	0.00	0.00	0.00	0.00

Est. Fringe	0	0	0	0
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Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds:

2. THIS REQUEST CAN BE CATEGORIZED AS:

<input type="checkbox"/> New Legislation	<input type="checkbox"/> New Program	<input checked="" type="checkbox"/> Fund Switch
<input type="checkbox"/> Federal Mandate	<input type="checkbox"/> Program Expansion	<input type="checkbox"/> Cost to Continue
<input type="checkbox"/> GR Pick-Up	<input type="checkbox"/> Space Request	<input type="checkbox"/> Equipment Replacement
<input type="checkbox"/> Pay Plan	<input type="checkbox"/> Other: _____	

3. WHY IS THIS FUNDING NEEDED? PROVIDE AN EXPLANATION FOR ITEMS CHECKED IN #2. INCLUDE THE FEDERAL OR STATE STATUTORY OR CONSTITUTIONAL AUTHORIZATION FOR THIS PROGRAM.

This New Decision Item is being requested in order to restore General Revenue funding for the Marketing, Sales and Finance Teams. In Fiscal Year 2018, several BCS budget appropriations originally funded by GR were fund switched to the Economic Development Advancement Fund (0783). Based on estimated revenues, if the Business Recruitment and Marketing appropriation is restored, DED has determined that the EDAF fund will not be sustainable as the expenditures from EDAF will outpace the revenues to the fund.

In order to continue to provide the critical services provided by the Marketing, Sales and Finance Teams it is imperative that General Revenue funding is restored for both Personal Service and Expense and Equipment. If this New Decision Item is not approved, it is critical the EDAF appropriation be maintained.

NEW DECISION ITEM
RANK: _____ OF _____

Department: Economic Development	Budget Unit 41945C, 41955C and 41965C
Division: Business and Community Services	
DI Name: Restoration of GR-Marketing, Sales, Finance Teams	DI# 1419002

4. DESCRIBE THE DETAILED ASSUMPTIONS USED TO DERIVE THE SPECIFIC REQUESTED AMOUNT. (How did you determine that the requested number of FTE were appropriate? From what source or standard did you derive the requested levels of funding? Were alternatives such as outsourcing or automation considered? If based on new legislation, does request tie to TAFP fiscal note? If not, explain why. Detail which portions of the request are one-times and how those amounts were calculated.)

The specific amount was derived based on the FY18 fund switches from GR to EDAF for the Marketing, Sales and Finance Teams. Please see the EDAF Revenues Versus Expenditures Trend Chart under Number 7.

5. BREAK DOWN THE REQUEST BY BUDGET OBJECT CLASS, JOB CLASS, AND FUND SOURCE. IDENTIFY ONE-TIME COSTS.

Budget Object Class/Job Class	Dept Req GR DOLLARS	Dept Req GR FTE	Dept Req FED DOLLARS	Dept Req FED FTE	Dept Req OTHER DOLLARS	Dept Req OTHER FTE	Dept Req TOTAL DOLLARS	Dept Req TOTAL FTE	Dept Req One-Time DOLLARS
Marketing Team Personal Service	178,739	4.12					178,739	4.12	
Sales Team Personal Service	1,262,415	25.52					1,262,415	25.52	
Finance Team Personal Service	225,857	3.00					225,857	3.00	
Total PS	1,667,011	32.64	0	0.0	0	0.0	1,667,011	32.64	0
Marketing Team EE	888,651						888,651		
Sales Team EE	124,020						124,020		
Finance Team EE	107,318						107,318		
Total EE	1,119,989		0		0		1,119,989		0
Marketing Team Program Distributions	450,000						450,000		
Sales Team Program Distributions	8,000						8,000		
Finance Team Program Distributions	5,000						5,000		
Total PSD	463,000		0		0		463,000		0
Transfers									
Total TRF	0		0		0		0		0
Grand Total	3,250,000	32.64	0	0.0	0	0.0	3,250,000	32.64	0

NEW DECISION ITEM
RANK: _____ OF _____

Department: Economic Development				Budget Unit 41945C, 41955C and 41965C					
Division: Business and Community Services									
DI Name: Restoration of GR-Marketing, Sales, Finance Teams				DI# 1419002					
Budget Object Class/Job Class	Gov Rec GR DOLLARS	Gov Rec GR FTE	Gov Rec FED DOLLARS	Gov Rec FED FTE	Gov Rec OTHER DOLLARS	Gov Rec OTHER FTE	Gov Rec TOTAL DOLLARS	Gov Rec TOTAL FTE	Gov Rec One-Time DOLLARS
							0	0.0	
							0	0.0	
Total PS	<u>0</u>	<u>0.0</u>	<u>0</u>	<u>0.0</u>	<u>0</u>	<u>0.0</u>	<u>0</u>	<u>0.0</u>	<u>0</u>
							0		
							0		
							0		
Total EE	<u>0</u>		<u>0</u>		<u>0</u>		<u>0</u>		<u>0</u>
Program Distributions							0		
Total PSD	<u>0</u>		<u>0</u>		<u>0</u>		<u>0</u>		<u>0</u>
Transfers									
Total TRF	<u>0</u>		<u>0</u>		<u>0</u>		<u>0</u>		<u>0</u>
Grand Total	<u>0</u>	<u>0.0</u>	<u>0</u>	<u>0.0</u>	<u>0</u>	<u>0.0</u>	<u>0</u>	<u>0.0</u>	<u>0</u>

NEW DECISION ITEM
RANK: _____ OF _____

Department: Economic Development	Budget Unit 41945C, 41955C and 41965C
Division: Business and Community Services	
DI Name: Restoration of GR-Marketing, Sales, Finance Teams	DI# 1419002

6. PERFORMANCE MEASURES (If new decision item has an associated core, separately identify projected performance with & without additional funding.)

6a. Provide an effectiveness measure.

Refer to the Core Decision Item forms for the Marketing, Sales and Finance Teams effectiveness measures.

6b. Provide an efficiency measure.

Refer to the Core Decision Item forms for the Marketing, Sales and Finance Teams efficiency measures.

6c. Provide the number of clients/individuals served, if applicable.

Refer to the Core Decision Item forms for the Marketing, Sales and Finance Teams number of clients served.

6d. Provide a customer satisfaction measure, if available.

Refer to the Core Decision Item forms for the Marketing, Sales and Finance Teams customer satisfaction.

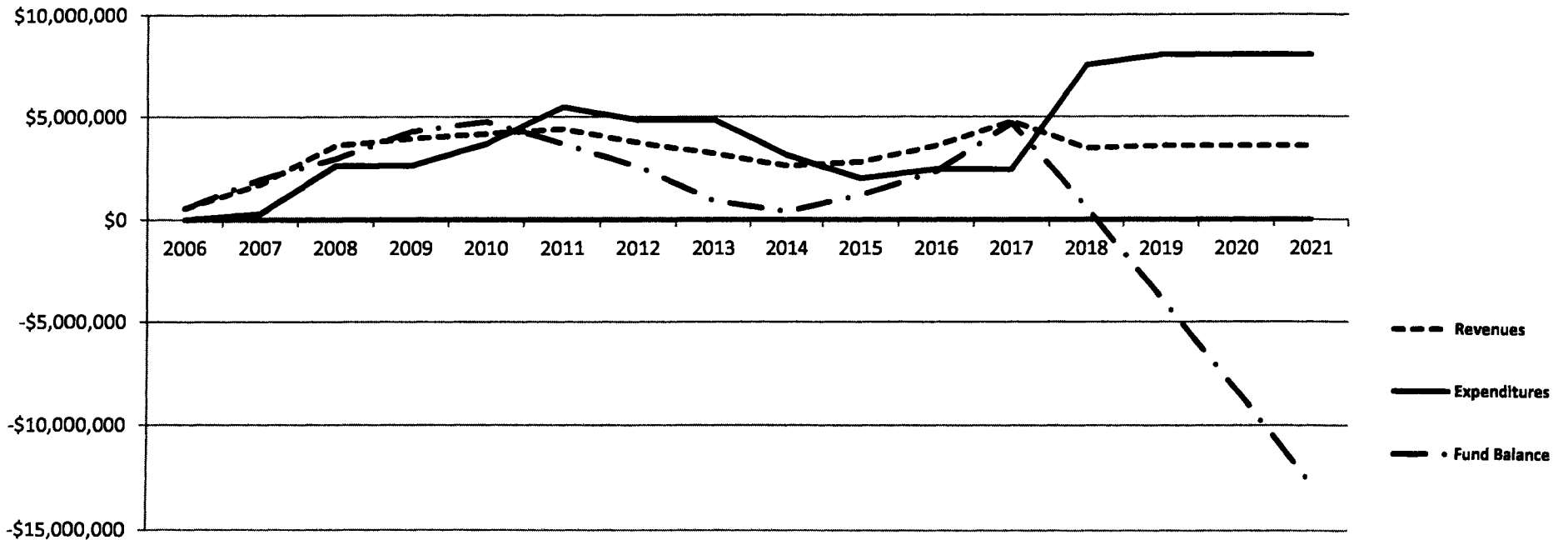
NEW DECISION ITEM
RANK: _____ OF _____

Department: Economic Development	Budget Unit 41945C, 41955C and 41965C
Division: Business and Community Services	
DI Name: Restoration of GR-Marketing, Sales, Finance Teams	DI# 1419002

7. STRATEGIES TO ACHIEVE THE PERFORMANCE MEASUREMENT TARGETS:

The chart below demonstrates that Expenditures will out pace Revenues if the Business Recruitment and Marketing appropriation is restored and the BCS Marketing, Sales and Finance Teams and International Trade & Investment Offices Fund Switches are not made in FY19.

EDAF - Estimated Expenditures



DEPARTMENT OF ECONOMIC DEVELOPMENT

DECISION ITEM DETAIL

Budget Unit	FY 2017	FY 2017	FY 2018	FY 2018	FY 2019	FY 2019	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
MARKETING								
Restore GR-Mktg/Sales/Finance - 1419002								
ADMIN OFFICE SUPPORT ASSISTANT	0	0.00	0	0.00	4,029	0.13	0	0.00
MARKETING SPECIALIST I	0	0.00	0	0.00	26,683	0.50	0	0.00
MARKETING SPECIALIST II	0	0.00	0	0.00	27,599	0.38	0	0.00
MARKETING SPECIALIST III	0	0.00	0	0.00	92,435	3.00	0	0.00
COMMUNITY & ECONOMIC DEV MGRB1	0	0.00	0	0.00	13,275	0.05	0	0.00
DIVISION DIRECTOR	0	0.00	0	0.00	6,070	0.06	0	0.00
DESIGNATED PRINCIPAL ASST DIV	0	0.00	0	0.00	8,648	0.00	0	0.00
TOTAL - PS	0	0.00	0	0.00	178,739	4.12	0	0.00
TRAVEL, IN-STATE	0	0.00	0	0.00	87,564	0.00	0	0.00
TRAVEL, OUT-OF-STATE	0	0.00	0	0.00	5,360	0.00	0	0.00
FUEL & UTILITIES	0	0.00	0	0.00	3,508	0.00	0	0.00
SUPPLIES	0	0.00	0	0.00	131,118	0.00	0	0.00
PROFESSIONAL DEVELOPMENT	0	0.00	0	0.00	141,357	0.00	0	0.00
COMMUNICATION SERV & SUPP	0	0.00	0	0.00	180,788	0.00	0	0.00
PROFESSIONAL SERVICES	0	0.00	0	0.00	290,755	0.00	0	0.00
M&R SERVICES	0	0.00	0	0.00	15,000	0.00	0	0.00
MOTORIZED EQUIPMENT	0	0.00	0	0.00	2,000	0.00	0	0.00
OFFICE EQUIPMENT	0	0.00	0	0.00	11,508	0.00	0	0.00
OTHER EQUIPMENT	0	0.00	0	0.00	10,408	0.00	0	0.00
PROPERTY & IMPROVEMENTS	0	0.00	0	0.00	1,000	0.00	0	0.00
BUILDING LEASE PAYMENTS	0	0.00	0	0.00	3,122	0.00	0	0.00
EQUIPMENT RENTALS & LEASES	0	0.00	0	0.00	2,079	0.00	0	0.00
MISCELLANEOUS EXPENSES	0	0.00	0	0.00	2,084	0.00	0	0.00
REBILLABLE EXPENSES	0	0.00	0	0.00	1,000	0.00	0	0.00
TOTAL - EE	0	0.00	0	0.00	888,651	0.00	0	0.00
PROGRAM DISTRIBUTIONS	0	0.00	0	0.00	450,000	0.00	0	0.00
TOTAL - PD	0	0.00	0	0.00	450,000	0.00	0	0.00
GRAND TOTAL	\$0	0.00	\$0	0.00	\$1,517,390	4.12	\$0	0.00
GENERAL REVENUE	\$0	0.00	\$0	0.00	\$1,517,390	4.12		0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00
OTHER FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00

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CORE DECISION ITEM

Department: Economic Development	Budget Unit <u>41955C</u>
Division: Business and Community Services	
Core: Sales Team	

1. CORE FINANCIAL SUMMARY

	FY 2019 Budget Request			
	GR	Federal	Other	Total
PS	0	0	7,088	7,088
EE	0	0	0	0
PSD	0	0	0	0
TRF	0	0	0	0
Total	0	0	7,088	7,088

FTE	0.00	0.00	0.25	0.25
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Est. Fringe	0	0	4,682	4,682
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Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

	FY 2019 Governor's Recommendation			
	GR	Fed	Other	Total
PS		0		0
EE		0	0	0
PSD		0	0	0
TRF	0	0	0	0
Total	0	0	0	0

FTE				0.00
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Est. Fringe	0	0	0	0
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Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds: Economic Development Administrative Revolving Fund (0547)
Economic Development Advancement Fund (0783)

Other Funds: Economic Development Administrative Revolving Fund (0547)
Economic Development Advancement Fund (0783)

2. CORE DESCRIPTION

The Sales Team, within the Division of Business and Community Services (BCS), is responsible for facilitating and assisting the expansion of existing businesses in Missouri, international development and export trade, and new business startups. With a knowledge of real estate and site selection opportunities, available workforce, utilities, permitting and local, state and federal resources and incentives, Regional Project Managers work with existing business and new business start-ups. Regional International Trade Managers work with businesses to facilitate exporting and international business opportunities. Both professional staff work in the field to gain in-depth knowledge of the needs and opportunities of the businesses within that region. Regions covered by Sales staff include in-state, national and international.

BCS serves as a partner in the economic development professional community to facilitate the expansion of existing business in the State; to facilitate international development and export trade; and to facilitate the startup of new business in the State. BCS also partners with the contracted business recruiters to bring new business to the State. The Division also serves as a partner with local governments, non-profits, community organizations, and private citizens to help develop and grow Missouri's communities. The services provided by BCS include professional technical assistance and project management; training; research; financial assistance; and compliance. A few of the ways BCS measures its success include measuring new jobs created, private investment, leverage, and efficiency of operations.

3. PROGRAM LISTING (list programs included in this core funding)

Sales Team

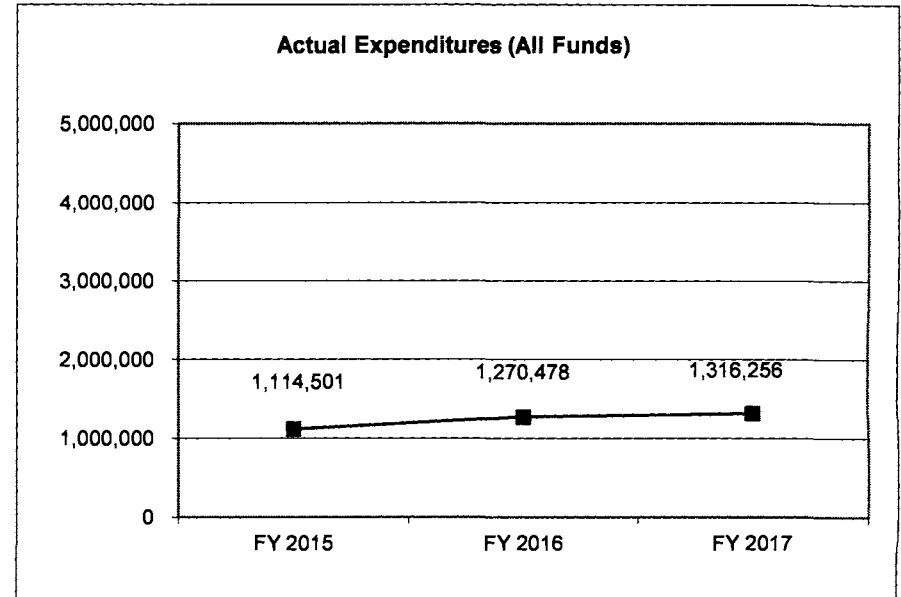
CORE DECISION ITEM

Department: Economic Development
Division: Business and Community Services
Core: Sales Team

Budget Unit 41955C

4. FINANCIAL HISTORY

	FY 2015 Actual	FY 2016 Actual	FY 2017 Actual	FY 2018 Current Yr.
Appropriation (All Funds)	1,465,879	1,376,630	1,401,523	1,401,523
Less Reverted (All Funds)	(42,104)	(41,091)	(41,833)	0
Less Restricted (All Funds)*	0	0	0	0
Budget Authority (All Funds)	1,423,775	1,335,539	1,359,690	1,401,523
Actual Expenditures (All Funds)	1,114,501	1,270,478	1,316,256	N/A
Unexpended (All Funds)	309,274	65,061	43,434	N/A
Unexpended, by Fund:				
General Revenue	267,954	58,112	36,346	N/A
Federal	34,409	0	0	N/A
Other	6,911	6,949	7,088	N/A



*Restricted amount is as of: _____

Reverted includes Governor's standard 3 percent reserve (when applicable).
 Restricted includes any extraordinary expenditure restriction (when applicable).

NOTES:

CORE RECONCILIATION DETAIL

**DEPARTMENT OF ECONOMIC DEVELOPMENT
SALES**

5. CORE RECONCILIATION DETAIL

		Budget Class	FTE	GR	Federal	Other	Total	Explanation
TAFP AFTER VETOES								
		PS	25.77	0	0	1,269,503	1,269,503	
		EE	0.00	0	0	124,020	124,020	
		PD	0.00	0	0	8,000	8,000	
		Total	25.77	0	0	1,401,523	1,401,523	
DEPARTMENT CORE ADJUSTMENTS								
Core Reduction	1279 2801	PS	(25.52)	0	0	(1,262,415)	(1,262,415)	Reduce EDAF funding for GR NDI.
Core Reduction	1279 2802	EE	0.00	0	0	(124,020)	(124,020)	Reduce EDAF funding for GR NDI.
Core Reduction	1279 2802	PD	0.00	0	0	(8,000)	(8,000)	Reduce EDAF funding for GR NDI.
NET DEPARTMENT CHANGES			(25.52)	0	0	(1,394,435)	(1,394,435)	
DEPARTMENT CORE REQUEST								
		PS	0.25	0	0	7,088	7,088	
		EE	0.00	0	0	0	0	
		PD	0.00	0	0	0	0	
		Total	0.25	0	0	7,088	7,088	
GOVERNOR'S RECOMMENDED CORE								
		PS	0.25	0	0	7,088	7,088	
		EE	0.00	0	0	0	0	
		PD	0.00	0	0	0	0	
		Total	0.25	0	0	7,088	7,088	

DEPARTMENT OF ECONOMIC DEVELOPMENT

DECISION ITEM SUMMARY

Budget Unit								
Decision Item	FY 2017	FY 2017	FY 2018	FY 2018	FY 2019	FY 2019	*****	*****
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
SALES								
CORE								
PERSONAL SERVICES								
GENERAL REVENUE	1,188,196	24.56	0	0.00	0	0.00	0	0.00
DED ADMINISTRATIVE	0	0.00	7,088	0.25	7,088	0.25	0	0.00
ECON DEVELOP ADVANCEMENT FUND	0	0.00	1,262,415	25.52	0	0.00	0	0.00
TOTAL - PS	1,188,196	24.56	1,269,503	25.77	7,088	0.25	0	0.00
EXPENSE & EQUIPMENT								
GENERAL REVENUE	128,060	0.00	0	0.00	0	0.00	0	0.00
ECON DEVELOP ADVANCEMENT FUND	0	0.00	124,020	0.00	0	0.00	0	0.00
TOTAL - EE	128,060	0.00	124,020	0.00	0	0.00	0	0.00
PROGRAM-SPECIFIC								
ECON DEVELOP ADVANCEMENT FUND	0	0.00	8,000	0.00	0	0.00	0	0.00
TOTAL - PD	0	0.00	8,000	0.00	0	0.00	0	0.00
TOTAL	1,316,256	24.56	1,401,523	25.77	7,088	0.25	0	0.00
Restore GR-Mktg/Sales/Finance - 1419002								
PERSONAL SERVICES								
GENERAL REVENUE	0	0.00	0	0.00	1,262,415	25.52	0	0.00
TOTAL - PS	0	0.00	0	0.00	1,262,415	25.52	0	0.00
EXPENSE & EQUIPMENT								
GENERAL REVENUE	0	0.00	0	0.00	124,020	0.00	0	0.00
TOTAL - EE	0	0.00	0	0.00	124,020	0.00	0	0.00
PROGRAM-SPECIFIC								
GENERAL REVENUE	0	0.00	0	0.00	8,000	0.00	0	0.00
TOTAL - PD	0	0.00	0	0.00	8,000	0.00	0	0.00
TOTAL	0	0.00	0	0.00	1,394,435	25.52	0	0.00
GRAND TOTAL	\$1,316,256	24.56	\$1,401,523	25.77	\$1,401,523	25.77	\$0	0.00

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FLEXIBILITY REQUEST FORM

BUDGET UNIT NUMBER: 41955C BUDGET UNIT NAME: Sales Team See complete list of budget units below.	DEPARTMENT: Economic Development DIVISION: Business and Community Services	
1. Provide the amount by fund of personal service flexibility and the amount by fund of expense and equipment flexibility you are requesting in dollar and percentage terms and explain why the flexibility is needed. If flexibility is being requested among divisions, provide the amount by fund of flexibility you are requesting in dollar and percentage terms and explain why the flexibility is needed.		
DEPARTMENT REQUEST		
<p>The department is requesting 10% flexibility between the Personal Service and Expense and Equipment appropriations for the Sales Team. This flexibility is needed to ensure our ability to immediately address any identified operational modifications in order to provide the highest quality services to Missourians. Areas of need include special or emergency projects and staff assistance for businesses, training for employees, purchase of supplies and other equipment to make the division more efficient.</p> <p>- EDAF: Sales PS (2801-0783) - \$1,262,415 * 10% = \$126,242 and Sales EE (2802-0783) - \$132,020 * 10% = \$13,202</p>		
2. Estimate how much flexibility will be used for the budget year. How much flexibility was used in the Prior Year Budget and the Current Year Budget? Please specify the amount.		
PRIOR YEAR ACTUAL AMOUNT OF FLEXIBILITY USED	CURRENT YEAR ESTIMATED AMOUNT OF FLEXIBILITY THAT WILL BE USED	BUDGET REQUEST ESTIMATED AMOUNT OF FLEXIBILITY THAT WILL BE USED
\$0	Expenditures in PS and E&E will differ annually based on needs to cover operational expenses, address emergency and changing situations, etc.	Expenditures in PS and E&E will differ annually based on needs to cover operational expenses, address emergency and changing situations, etc.
3. Please explain how flexibility was used in the prior and/or current years.		
PRIOR YEAR EXPLAIN ACTUAL USE	CURRENT YEAR EXPLAIN PLANNED USE	
In FY 2017, the Sales Team flexed \$0.	In FY 2018, the MERIC, Marketing, Sales, Finance and Compliance teams were appropriated 10% flexibility between PS and E&E appropriations. This flexibility will allow the department to respond to changing situations to continue to provide the best possible quality service to our customers.	

FLEXIBILITY REQUEST FORM

BUDGET UNIT NUMBER: 42183C, 41945C, 41955C, and 41965C	DEPARTMENT: Economic Development
BUDGET UNIT NAME: MERIC, Marketing, Sales, and Finance	DIVISION: Business and Community Services
1. Provide the amount by fund of personal service flexibility and the amount by fund of expense and equipment flexibility you are requesting in dollar and percentage terms and explain why the flexibility is needed. If flexibility is being requested among divisions, provide the amount by fund of flexibility you are requesting in dollar and percentage terms and explain why the flexibility is needed.	
DEPARTMENT REQUEST	
<p>The Department is requesting 10% flexibility for General Revenue between the teams in the Business and Community Services Division (Section 7.015 of HB 7). These teams are MERIC, Marketing, Sales, and Finance.</p> <p>- General Revenue: PS \$2,411,993 * 10% = \$241,199 (52.24 FTE * 10% = 5.22); EE \$1,602,149 * 10% = \$160,215</p>	
2. Estimate how much flexibility will be used for the budget year. How much flexibility was used in the Prior Year Budget and the Current Year Budget? Please specify the amount.	
PRIOR YEAR ACTUAL AMOUNT OF FLEXIBILITY USED	CURRENT YEAR ESTIMATED AMOUNT OF FLEXIBILITY THAT WILL BE USED
\$0	Expenditures in PS and E&E will differ annually based on needs to cover operational expenses, address emergency and changing situations, etc.
3. Please explain how flexibility was used in the prior and/or current years.	
PRIOR YEAR EXPLAIN ACTUAL USE	CURRENT YEAR EXPLAIN PLANNED USE
In FY 2017, there was \$0 flexed between the BCS Teams.	In FY 2018, the MERIC, Marketing, Sales, Finance and Compliance Teams were appropriated 10% flexibility between them for GR and 100% between Federal (Section 7.015). This flexibility will allow the department to respond to changing situations to continue to provide the best possible quality service to our customers.

DEPARTMENT OF ECONOMIC DEVELOPMENT

DECISION ITEM DETAIL

Budget Unit	FY 2017	FY 2017	FY 2018	FY 2018	FY 2019	FY 2019	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
SALES								
CORE								
ADMIN OFFICE SUPPORT ASSISTANT	11,843	0.38	41,124	1.00	0	0.00	0	0.00
SR OFFICE SUPPORT ASSISTANT	56,526	2.00	65,667	2.00	0	0.00	0	0.00
PLANNER III	0	0.00	56,447	1.00	0	0.00	0	0.00
MARKETING SPECIALIST I	129,218	3.68	174,765	3.75	0	0.00	0	0.00
MARKETING SPECIALIST II	167,932	4.25	11,475	2.80	0	0.00	0	0.00
MARKETING SPECIALIST III	387,807	7.85	567,596	9.74	0	0.00	0	0.00
ECONOMIC DEV INCENTIVE SPEC I	9,314	0.22	33,921	1.00	0	0.00	0	0.00
ECONOMIC DEV INCENTIVE SPC III	38,545	0.87	29,357	1.00	0	0.00	0	0.00
COMMUNITY & ECONOMIC DEV MGRB1	56,908	0.85	88,929	1.13	0	0.00	0	0.00
COMMUNITY & ECONOMIC DEV MGRB2	142,700	2.00	77,919	0.75	0	0.00	0	0.00
DESIGNATED PRINCIPAL ASST DEPT	0	0.00	102	0.00	0	0.00	0	0.00
DIVISION DIRECTOR	40,068	0.38	40,085	0.25	0	0.00	0	0.00
DESIGNATED PRINCIPAL ASST DIV	72,072	0.87	74,766	1.10	0	0.00	0	0.00
LEGAL COUNSEL	0	0.00	257	0.00	0	0.00	0	0.00
OFFICE WORKER MISCELLANEOUS	10,412	0.33	0	0.00	0	0.00	0	0.00
MISCELLANEOUS PROFESSIONAL	2,363	0.04	0	0.00	0	0.00	0	0.00
SPECIAL ASST PROFESSIONAL	55,928	0.79	0	0.00	0	0.00	0	0.00
SPECIAL ASST OFFICE & CLERICAL	0	0.00	7,088	0.25	7,088	0.25	0	0.00
OTHER	0	0.00	5	0.00	0	0.00	0	0.00
DIR OF LEGISLATIVE AFFAIRS	6,560	0.05	0	0.00	0	0.00	0	0.00
TOTAL - PS	1,188,196	24.56	1,269,503	25.77	7,088	0.25	0	0.00
TRAVEL, IN-STATE	46,965	0.00	28,213	0.00	0	0.00	0	0.00
TRAVEL, OUT-OF-STATE	3,935	0.00	12,837	0.00	0	0.00	0	0.00
FUEL & UTILITIES	0	0.00	2,013	0.00	0	0.00	0	0.00
SUPPLIES	2,598	0.00	12,111	0.00	0	0.00	0	0.00
PROFESSIONAL DEVELOPMENT	18,679	0.00	17,319	0.00	0	0.00	0	0.00
COMMUNICATION SERV & SUPP	28,604	0.00	26,563	0.00	0	0.00	0	0.00
PROFESSIONAL SERVICES	21,927	0.00	12,184	0.00	0	0.00	0	0.00
M&R SERVICES	2,816	0.00	574	0.00	0	0.00	0	0.00
COMPUTER EQUIPMENT	0	0.00	1,830	0.00	0	0.00	0	0.00
MOTORIZED EQUIPMENT	0	0.00	600	0.00	0	0.00	0	0.00
OFFICE EQUIPMENT	449	0.00	2,426	0.00	0	0.00	0	0.00

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DEPARTMENT OF ECONOMIC DEVELOPMENT

DECISION ITEM DETAIL

Budget Unit	FY 2017	FY 2017	FY 2018	FY 2018	FY 2019	FY 2019	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
SALES								
CORE								
OTHER EQUIPMENT	1,199	0.00	961	0.00	0	0.00	0	0.00
PROPERTY & IMPROVEMENTS	0	0.00	600	0.00	0	0.00	0	0.00
BUILDING LEASE PAYMENTS	700	0.00	192	0.00	0	0.00	0	0.00
EQUIPMENT RENTALS & LEASES	0	0.00	1,069	0.00	0	0.00	0	0.00
MISCELLANEOUS EXPENSES	188	0.00	3,219	0.00	0	0.00	0	0.00
REBILLABLE EXPENSES	0	0.00	1,309	0.00	0	0.00	0	0.00
TOTAL - EE	128,060	0.00	124,020	0.00	0	0.00	0	0.00
PROGRAM DISTRIBUTIONS	0	0.00	8,000	0.00	0	0.00	0	0.00
TOTAL - PD	0	0.00	8,000	0.00	0	0.00	0	0.00
GRAND TOTAL	\$1,316,256	24.56	\$1,401,523	25.77	\$7,088	0.25	\$0	0.00
GENERAL REVENUE	\$1,316,256	24.56	\$0	0.00	\$0	0.00		0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00
OTHER FUNDS	\$0	0.00	\$1,401,523	25.77	\$7,088	0.25		0.00

PROGRAM DESCRIPTION

Department: Economic Development

Program Name: Sales Team

Program is found in the following core budget(s): Sales Team

1a. What strategic priority does this program address?

Facilitate Quality Jobs and Investment

1b. What does this program do?

- The Sales Team is responsible for the increase of high quality private sector jobs and leveraging of private sector investment.
- Facilitate the growth of existing businesses and new business startups.
- Access existing resources needed for growth of the business community.
- Provide education and resources to local governments, non-profits, community organizations, and private citizens to help develop and grow Missouri companies.

2. What is the authorization for this program, i.e., federal or state statute, etc.? (Include the federal program number, if applicable.)

Section 620.010, RSMo., establishes the Department of Economic Development and its divisions.

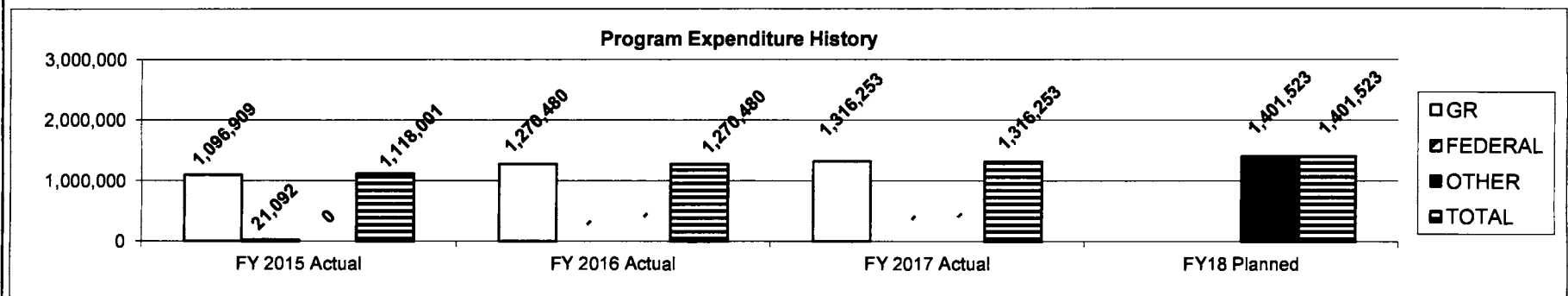
3. Are there federal matching requirements? If yes, please explain.

No

4. Is this a federally mandated program? If yes, please explain.

No

5. Provide actual expenditures for the prior three fiscal years and planned expenditures for the current fiscal year.



Note: Planned Expenditures for GR reflect 3% Governor's Reserve.

6. What are the sources of the "Other " funds?

FY15-FY17: Economic Development Administrative Revolving Fund (0547).

FY18: Economic Development Advancement Fund (0783) and Economic Development Administrative Revolving Fund (0547).

PROGRAM DESCRIPTION

Department: Economic Development

Program Name: Sales Team

Program is found in the following core budget(s): Sales Team

7a. Provide an effectiveness measure.

	FY16 & FY17 Average	FY2018 Base**
Increase the number of announced projects*	145	148
Increase the jobs created/retained*	11,413	11,645
Increase the statewide average wage of all jobs created and retained as a direct result of DED's involvement	\$46,283	\$47,227
Increase the average wage of all jobs created and retained based on the county's average wage as a direct result of DED's involvement	New measure not previously tracked	Baseline to be created
Increase the amount of private capital investment made by announced projects as a direct result of DED's involvement	\$1,853,774,732	\$1,890,850,226

*This metric is reflective of projects that DED and Missouri Partnership actively participated in. ***Stretch goal is a 5% increase over the FYs 16

7b. Provide an efficiency measure.

	FY16 & FY17 Average	FY2018 Base
Decrease the state incentives awarded to create a new job or retain an existing job	\$15,797	\$15,482

7c. Provide the number of clients/individuals served, if applicable.

	FY16 & FY17 Average	FY2018 Base**
Increase the number of active projects in the pipeline	New metric not previously tracked	TBD

7d. Provide a customer satisfaction measure, if available.

BCS will create a ten question survey. Five questions will be common across the Division. Five questions will be specific to the activities of this program. The five common questions will be aggregated annually and benchmarked against a baseline for division-wide improvement. The five questions specific to the program will be aggregated annually and benchmarked against a baseline for improvements to this program.

NEW DECISION ITEM
RANK: _____ OF _____

Department: Economic Development	Budget Unit 41945C, 41955C and 41965C
Division: Business and Community Services	
DI Name: Restoration of GR-Marketing, Sales, Finance Teams	DI# 1419002

1. AMOUNT OF REQUEST

FY 2019 Budget Request				
	GR	Federal	Other	Total
PS	1,667,011	0	0	1,667,011
EE	1,119,989	0	0	1,119,989
PSD	463,000	0	0	463,000
TRF	0	0	0	0
Total	3,250,000	0	0	3,250,000
FTE	32.64	0.00	0.00	32.64

Est. Fringe	336,453	0	0	336,453
<i>Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.</i>				

Other Funds:

FY 2019 Governor's Recommendation				
	GR	Federal	Other	Total
PS	0	0	0	0
EE	0	0	0	0
PSD	0	0	0	0
TRF	0	0	0	0
Total	0	0	0	0
FTE	0.00	0.00	0.00	0.00

Est. Fringe	0	0	0	0
<i>Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.</i>				

Other Funds:

2. THIS REQUEST CAN BE CATEGORIZED AS:

<input type="checkbox"/> New Legislation	<input type="checkbox"/> New Program	<input checked="" type="checkbox"/> Fund Switch
<input type="checkbox"/> Federal Mandate	<input type="checkbox"/> Program Expansion	<input type="checkbox"/> Cost to Continue
<input type="checkbox"/> GR Pick-Up	<input type="checkbox"/> Space Request	<input type="checkbox"/> Equipment Replacement
<input type="checkbox"/> Pay Plan	<input type="checkbox"/> Other: _____	

3. WHY IS THIS FUNDING NEEDED? PROVIDE AN EXPLANATION FOR ITEMS CHECKED IN #2. INCLUDE THE FEDERAL OR STATE STATUTORY OR CONSTITUTIONAL AUTHORIZATION FOR THIS PROGRAM.

This New Decision Item is being requested in order to restore General Revenue funding for the Marketing, Sales and Finance Teams. In Fiscal Year 2018, several BCS budget appropriations originally funded by GR were fund switched to the Economic Development Advancement Fund (0783). Based on estimated revenues, if the Business Recruitment and Marketing appropriation is restored, DED has determined that the EDAF fund will not be sustainable as the expenditures from EDAF will outpace the revenues to the fund.

In order to continue to provide the critical services provided by the Marketing, Sales and Finance Teams it is imperative that General Revenue funding is restored for both Personal Service and Expense and Equipment. If this New Decision Item is not approved, it is critical the EDAF appropriation be maintained.

NEW DECISION ITEM
RANK: _____ OF _____

Department: Economic Development	Budget Unit 41945C, 41955C and 41965C
Division: Business and Community Services	
DI Name: Restoration of GR-Marketing, Sales, Finance Teams	DI# 1419002

4. DESCRIBE THE DETAILED ASSUMPTIONS USED TO DERIVE THE SPECIFIC REQUESTED AMOUNT. (How did you determine that the requested number of FTE were appropriate? From what source or standard did you derive the requested levels of funding? Were alternatives such as outsourcing or automation considered? If based on new legislation, does request tie to TAFP fiscal note? If not, explain why. Detail which portions of the request are one-times and how those amounts were calculated.)

The specific amount was derived based on the FY18 fund switches from GR to EDAF for the Marketing, Sales and Finance Teams. Please see the EDAF Revenues Versus Expenditures Trend Chart under Number 7.

5. BREAK DOWN THE REQUEST BY BUDGET OBJECT CLASS, JOB CLASS, AND FUND SOURCE. IDENTIFY ONE-TIME COSTS.

Budget Object Class/Job Class	Dept Req GR DOLLARS	Dept Req GR FTE	Dept Req FED DOLLARS	Dept Req FED FTE	Dept Req OTHER DOLLARS	Dept Req OTHER FTE	Dept Req TOTAL DOLLARS	Dept Req TOTAL FTE	Dept Req One-Time DOLLARS
Marketing Team Personal Service	178,739	4.12					178,739	4.12	
Sales Team Personal Service	1,262,415	25.52					1,262,415	25.52	
Finance Team Personal Service	225,857	3.00					225,857	3.00	
Total PS	1,667,011	32.64	0	0.0	0	0.0	1,667,011	32.64	0
Marketing Team EE	888,651						888,651		
Sales Team EE	124,020						124,020		
Finance Team EE	107,318						107,318		
Total EE	1,119,989		0		0		1,119,989		0
Marketing Team Program Distributions	450,000						450,000		
Sales Team Program Distributions	8,000						8,000		
Finance Team Program Distributions	5,000						5,000		
Total PSD	463,000		0		0		463,000		0
Transfers									
Total TRF	0		0		0		0		0
Grand Total	3,250,000	32.64	0	0.0	0	0.0	3,250,000	32.64	0

NEW DECISION ITEM
RANK: _____ OF _____

Department: Economic Development			Budget Unit 41945C, 41955C and 41965C						
Division: Business and Community Services									
DI Name: Restoration of GR-Marketing, Sales, Finance Teams			DI# 1419002						
Budget Object Class/Job Class	Gov Rec GR DOLLARS	Gov Rec GR FTE	Gov Rec FED DOLLARS	Gov Rec FED FTE	Gov Rec OTHER DOLLARS	Gov Rec OTHER FTE	Gov Rec TOTAL DOLLARS	Gov Rec TOTAL FTE	Gov Rec One-Time DOLLARS
							0	0.0	
							0	0.0	
Total PS	<u>0</u>	<u>0.0</u>	<u>0</u>	<u>0.0</u>	<u>0</u>	<u>0.0</u>	<u>0</u>	<u>0.0</u>	<u>0</u>
							0		
							0		
							0		
Total EE	<u>0</u>		<u>0</u>		<u>0</u>		<u>0</u>		<u>0</u>
Program Distributions							0		
Total PSD	<u>0</u>		<u>0</u>		<u>0</u>		<u>0</u>		<u>0</u>
Transfers									
Total TRF	<u>0</u>		<u>0</u>		<u>0</u>		<u>0</u>		<u>0</u>
Grand Total	<u>0</u>	<u>0.0</u>	<u>0</u>	<u>0.0</u>	<u>0</u>	<u>0.0</u>	<u>0</u>	<u>0.0</u>	<u>0</u>

NEW DECISION ITEM
RANK: _____ OF _____

Department: Economic Development

Budget Unit 41945C, 41955C and 41965C

Division: Business and Community Services

DI Name: Restoration of GR-Marketing, Sales, Finance Teams DI# 1419002

6. PERFORMANCE MEASURES (If new decision item has an associated core, separately identify projected performance with & without additional funding.)

6a. Provide an effectiveness measure.

Refer to the Core Decision Item forms for the Marketing, Sales and Finance Teams effectiveness measures.

6b. Provide an efficiency measure.

Refer to the Core Decision Item forms for the Marketing, Sales and Finance Teams efficiency measures.

6c. Provide the number of clients/individuals served, if applicable.

Refer to the Core Decision Item forms for the Marketing, Sales and Finance Teams number of clients served.

6d. Provide a customer satisfaction measure, if available.

Refer to the Core Decision Item forms for the Marketing, Sales and Finance Teams customer satisfaction.

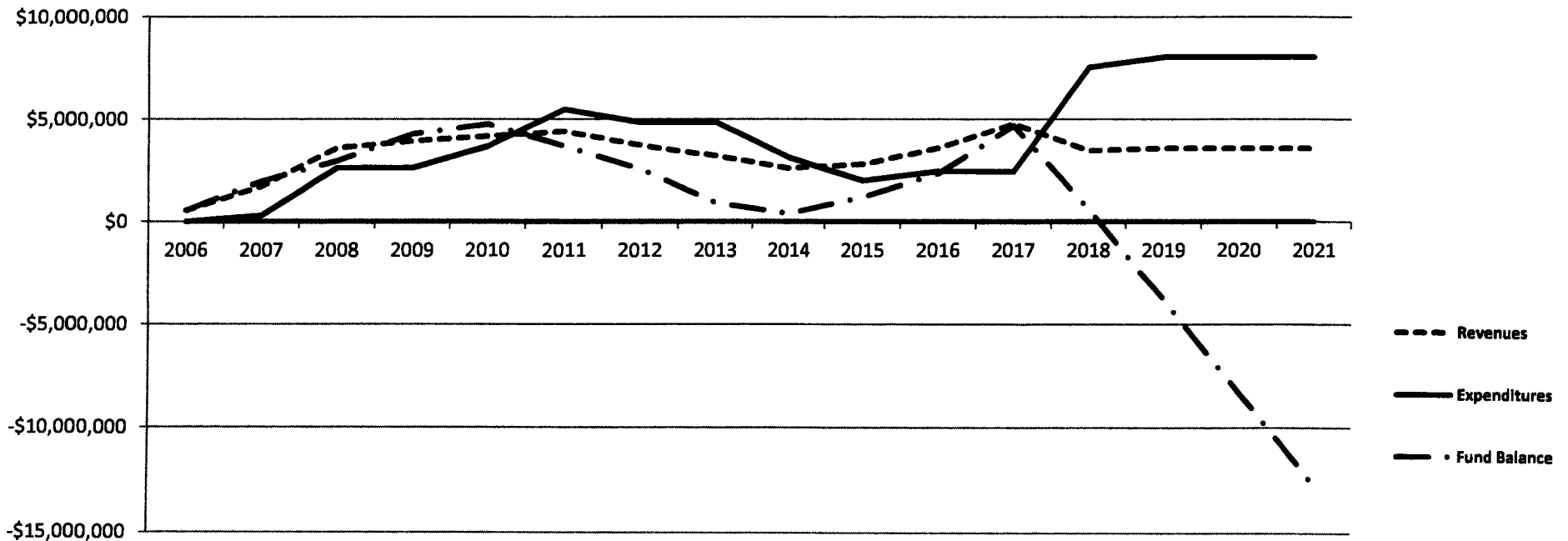
NEW DECISION ITEM
RANK: _____ OF _____

Department: Economic Development	Budget Unit 41945C, 41955C and 41965C
Division: Business and Community Services	
DI Name: Restoration of GR-Marketing, Sales, Finance Teams	DI# 1419002

7. STRATEGIES TO ACHIEVE THE PERFORMANCE MEASUREMENT TARGETS:

The chart below demonstrates that Expenditures will out pace Revenues if the Business Recruitment and Marketing appropriation is restored and the BCS Marketing, Sales and Finance Teams and International Trade & Investment Offices Fund Switches are not made in FY19.

EDAF - Estimated Expenditures



DEPARTMENT OF ECONOMIC DEVELOPMENT

DECISION ITEM DETAIL

Budget Unit	FY 2017	FY 2017	FY 2018	FY 2018	FY 2019	FY 2019	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
SALES								
Restore GR-Mktg/Sales/Finance - 1419002								
ADMIN OFFICE SUPPORT ASSISTANT	0	0.00	0	0.00	41,124	1.00	0	0.00
SR OFFICE SUPPORT ASSISTANT	0	0.00	0	0.00	65,667	2.00	0	0.00
PLANNER III	0	0.00	0	0.00	56,447	1.00	0	0.00
MARKETING SPECIALIST I	0	0.00	0	0.00	174,765	3.75	0	0.00
MARKETING SPECIALIST II	0	0.00	0	0.00	11,737	2.80	0	0.00
MARKETING SPECIALIST III	0	0.00	0	0.00	567,596	9.74	0	0.00
ECONOMIC DEV INCENTIVE SPEC I	0	0.00	0	0.00	33,921	1.00	0	0.00
ECONOMIC DEV INCENTIVE SPC III	0	0.00	0	0.00	29,357	1.00	0	0.00
COMMUNITY & ECONOMIC DEV MGRB1	0	0.00	0	0.00	88,929	1.13	0	0.00
COMMUNITY & ECONOMIC DEV MGRB2	0	0.00	0	0.00	77,919	0.75	0	0.00
DESIGNATED PRINCIPAL ASST DEPT	0	0.00	0	0.00	102	0.00	0	0.00
DIVISION DIRECTOR	0	0.00	0	0.00	40,085	0.25	0	0.00
DESIGNATED PRINCIPAL ASST DIV	0	0.00	0	0.00	74,766	1.10	0	0.00
TOTAL - PS	0	0.00	0	0.00	1,262,415	25.52	0	0.00
TRAVEL, IN-STATE	0	0.00	0	0.00	30,043	0.00	0	0.00
TRAVEL, OUT-OF-STATE	0	0.00	0	0.00	12,837	0.00	0	0.00
FUEL & UTILITIES	0	0.00	0	0.00	2,013	0.00	0	0.00
SUPPLIES	0	0.00	0	0.00	12,111	0.00	0	0.00
PROFESSIONAL DEVELOPMENT	0	0.00	0	0.00	17,319	0.00	0	0.00
COMMUNICATION SERV & SUPP	0	0.00	0	0.00	26,563	0.00	0	0.00
PROFESSIONAL SERVICES	0	0.00	0	0.00	12,184	0.00	0	0.00
M&R SERVICES	0	0.00	0	0.00	574	0.00	0	0.00
MOTORIZED EQUIPMENT	0	0.00	0	0.00	600	0.00	0	0.00
OFFICE EQUIPMENT	0	0.00	0	0.00	2,426	0.00	0	0.00
OTHER EQUIPMENT	0	0.00	0	0.00	961	0.00	0	0.00
PROPERTY & IMPROVEMENTS	0	0.00	0	0.00	600	0.00	0	0.00
BUILDING LEASE PAYMENTS	0	0.00	0	0.00	192	0.00	0	0.00
EQUIPMENT RENTALS & LEASES	0	0.00	0	0.00	1,069	0.00	0	0.00
MISCELLANEOUS EXPENSES	0	0.00	0	0.00	3,219	0.00	0	0.00
REBILLABLE EXPENSES	0	0.00	0	0.00	1,309	0.00	0	0.00
TOTAL - EE	0	0.00	0	0.00	124,020	0.00	0	0.00

DEPARTMENT OF ECONOMIC DEVELOPMENT

DECISION ITEM DETAIL

Budget Unit	FY 2017	FY 2017	FY 2018	FY 2018	FY 2019	FY 2019	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
SALES								
Restore GR-Mktg/Sales/Finance - 1419002								
PROGRAM DISTRIBUTIONS	0	0.00	0	0.00	8,000	0.00	0	0.00
TOTAL - PD	0	0.00	0	0.00	8,000	0.00	0	0.00
GRAND TOTAL	\$0	0.00	\$0	0.00	\$1,394,435	25.52	\$0	0.00
GENERAL REVENUE	\$0	0.00	\$0	0.00	\$1,394,435	25.52		0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00
OTHER FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00

CORE DECISION ITEM

Department: Economic Development					Budget Unit 41965C				
Division: Business and Community Services									
Core: Finance Team									
1. CORE FINANCIAL SUMMARY									
FY 2019 Budget Request					FY 2019 Governor's Recommendation				
	GR	Federal	Other	Total		GR	Fed	Other	Total
PS	631,527	0	44,352	675,879	PS		0		0
EE	0	0	3,890	3,890	EE		0		0
PSD	0	0	0	0	PSD		0	0	0
TRF	0	0	0	0	TRF	0	0	0	0
Total	631,527	0	48,242	679,769	Total	0	0	0	0
FTE	15.52	0.00	1.00	16.52	FTE		0.00		0.00
Est. Fringe	347,544	0	23,481	371,024	Est. Fringe	0	0	0	0
Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.					Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.				
Other Funds: State Supplemental Downtown Development (0766) Economic Development Advancement Fund (0783)					Other Funds: State Supplemental Downtown Development (0766) Economic Development Advancement Fund (0783)				
2. CORE DESCRIPTION									
<p>The Finance Team, within the Division of Business and Community Services (BCS), is responsible for evaluating community projects for state financial assistance and packaging incentive proposals attractive to companies interested in locating or expanding in Missouri. The Finance Team is responsible for the management of over 30 financial tools offered by the Department and processing large volumes of financial program applications including tax credits, loans and grants.</p> <p>BCS serves as a partner in the economic development professional community to facilitate the expansion of existing business in the State; to facilitate the location of new business to the State; and to facilitate the startup of new business in the State. The Division also serves as a partner with local governments, non-profits, community organizations, and private citizens to help develop and grow Missouri's communities. The services provided by BCS include professional, technical assistance and project management; training; research; financial assistance; and compliance. A few of the ways BCS measures its success include measuring new jobs created, private investment, leverage, and efficiency of operations.</p>									
3. PROGRAM LISTING (list programs included in this core funding)									
Finance Team									

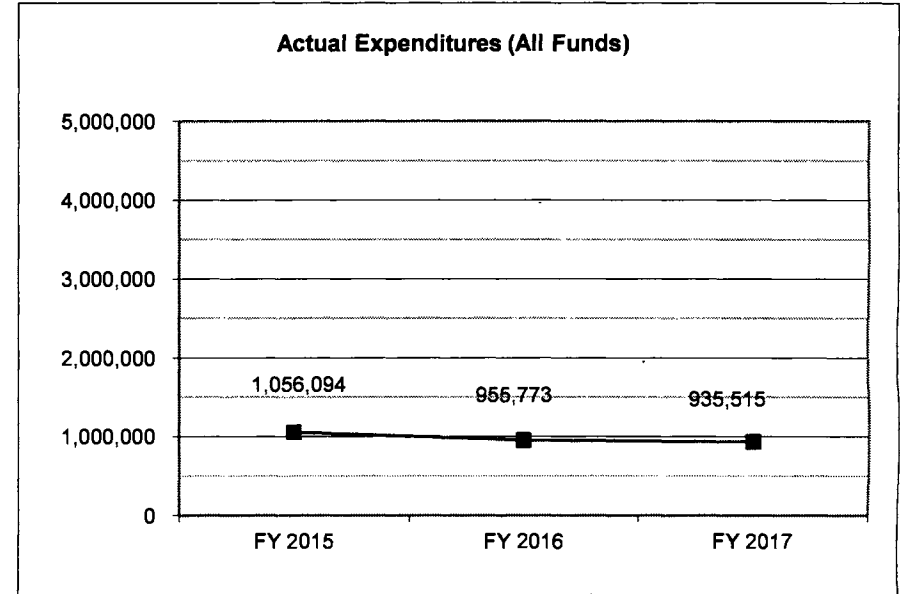
CORE DECISION ITEM

Department: Economic Development
Division: Business and Community Services
Core: Finance Team

Budget Unit 41965C

4. FINANCIAL HISTORY

	FY 2015 Actual	FY 2016 Actual	FY 2017 Actual	FY 2018 Current Yr.
Appropriation (All Funds)	1,296,853	1,000,264	1,017,944	1,017,944
Less Reverted (All Funds)	(31,381)	(28,587)	(29,092)	(18,946)
Less Restricted (All Funds)*	0	0	0	0
Budget Authority (All Funds)	1,265,472	971,677	988,852	998,998
Actual Expenditures (All Funds)	1,056,094	955,773	935,515	N/A
Unexpended (All Funds)	209,378	15,904	53,337	N/A
Unexpended, by Fund:				
General Revenue	78,958	10,960	47,306	N/A
Federal	118,119	0	0	N/A
Other	12,301	4,944	6,031	N/A



*Restricted amount is as of: _____

Reverted includes Governor's standard 3 percent reserve (when applicable).
 Restricted includes any extraordinary expenditure restriction (when applicable).

NOTES:

CORE RECONCILIATION DETAIL

DEPARTMENT OF ECONOMIC DEVELOPMENT FINANCE

5. CORE RECONCILIATION DETAIL

		Budget Class	FTE	GR	Federal	Other	Total	Explanation
TAFP AFTER VETOES								
		PS	19.52	631,527	0	270,209	901,736	
		EE	0.00	0	0	111,208	111,208	
		PD	0.00	0	0	5,000	5,000	
		Total	19.52	631,527	0	386,417	1,017,944	
DEPARTMENT CORE ADJUSTMENTS								
Core Reduction	1291 2812	PS	(3.00)	0	0	(225,857)	(225,857)	Reduce EDAF funding for GR NDI.
Core Reduction	1291 2812	EE	0.00	0	0	(107,318)	(107,318)	Reduce EDAF funding for GR NDI.
Core Reduction	1291 2812	PD	0.00	0	0	(5,000)	(5,000)	Reduce EDAF funding for GR NDI.
Core Reallocation	460 2407	PS	0.00	0	0	0	0	More closely align to budget actuals.
NET DEPARTMENT CHANGES			(3.00)	0	0	(338,175)	(338,175)	
DEPARTMENT CORE REQUEST								
		PS	16.52	631,527	0	44,352	675,879	
		EE	0.00	0	0	3,890	3,890	
		PD	0.00	0	0	0	0	
		Total	16.52	631,527	0	48,242	679,769	
GOVERNOR'S RECOMMENDED CORE								
		PS	16.52	631,527	0	44,352	675,879	
		EE	0.00	0	0	3,890	3,890	
		PD	0.00	0	0	0	0	
		Total	16.52	631,527	0	48,242	679,769	

DEPARTMENT OF ECONOMIC DEVELOPMENT

DECISION ITEM SUMMARY

Budget Unit								
Decision Item	FY 2017	FY 2017	FY 2018	FY 2018	FY 2019	FY 2019	*****	*****
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
FINANCE								
CORE								
PERSONAL SERVICES								
GENERAL REVENUE	784,356	17.51	631,527	15.52	631,527	15.52	0	0.00
STATE SUPP DOWNTOWN DEVELOPMNT	41,904	1.01	44,352	1.00	44,352	1.00	0	0.00
ECON DEVELOP ADVANCEMENT FUND	0	0.00	225,857	3.00	0	0.00	0	0.00
TOTAL - PS	826,260	18.52	901,736	19.52	675,879	16.52	0	0.00
EXPENSE & EQUIPMENT								
GENERAL REVENUE	60,992	0.00	0	0.00	0	0.00	0	0.00
STATE SUPP DOWNTOWN DEVELOPMNT	307	0.00	3,890	0.00	3,890	0.00	0	0.00
ECON DEVELOP ADVANCEMENT FUND	0	0.00	107,318	0.00	0	0.00	0	0.00
TOTAL - EE	61,299	0.00	111,208	0.00	3,890	0.00	0	0.00
PROGRAM-SPECIFIC								
GENERAL REVENUE	47,956	0.00	0	0.00	0	0.00	0	0.00
ECON DEVELOP ADVANCEMENT FUND	0	0.00	5,000	0.00	0	0.00	0	0.00
TOTAL - PD	47,956	0.00	5,000	0.00	0	0.00	0	0.00
TOTAL	935,515	18.52	1,017,944	19.52	679,769	16.52	0	0.00
Restore GR-Mktg/Sales/Finance - 1419002								
PERSONAL SERVICES								
GENERAL REVENUE	0	0.00	0	0.00	225,857	3.00	0	0.00
TOTAL - PS	0	0.00	0	0.00	225,857	3.00	0	0.00
EXPENSE & EQUIPMENT								
GENERAL REVENUE	0	0.00	0	0.00	107,318	0.00	0	0.00
TOTAL - EE	0	0.00	0	0.00	107,318	0.00	0	0.00
PROGRAM-SPECIFIC								
GENERAL REVENUE	0	0.00	0	0.00	5,000	0.00	0	0.00
TOTAL - PD	0	0.00	0	0.00	5,000	0.00	0	0.00
TOTAL	0	0.00	0	0.00	338,175	3.00	0	0.00
GRAND TOTAL	\$935,515	18.52	\$1,017,944	19.52	\$1,017,944	19.52	\$0	0.00

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FLEXIBILITY REQUEST FORM

BUDGET UNIT NUMBER: 41965C BUDGET UNIT NAME: Finance Team See complete list of budget units below.	DEPARTMENT: Economic Development DIVISION: Business and Community Services
1. Provide the amount by fund of personal service flexibility and the amount by fund of expense and equipment flexibility you are requesting in dollar and percentage terms and explain why the flexibility is needed. If flexibility is being requested among divisions, provide the amount by fund of flexibility you are requesting in dollar and percentage terms and explain why the flexibility is needed.	
DEPARTMENT REQUEST	
<p>The department is requesting 10% flexibility between the Personal Service and Expense and Equipment appropriations in the Finance Team. This flexibility is needed to ensure our ability to immediately address any identified operational modifications in order to provide the highest quality services to Missourians. Areas of need include special or emergency projects and staff assistance for businesses, training for employees, purchase of supplies and other equipment to make the division more efficient.</p> <p>- General Revenue: Finance PS (2407-0101) - \$631,527 * 10% = \$63,153 - State Supplemental Downtown Dev Fund: Finance PS (8389-0766) - \$44,352 * 10% = \$4,435 and Finance EE (8390-0766) - \$3,890 * 10% = \$389 - Economic Development Advance Fund: Finance PS (2812-0783) - \$225,857 * 10% = \$22,586 and Finance EE (2816-0783) - \$112,318 * 10% = \$11,232</p>	
2. Estimate how much flexibility will be used for the budget year. How much flexibility was used in the Prior Year Budget and the Current Year Budget? Please specify the amount.	
PRIOR YEAR ACTUAL AMOUNT OF FLEXIBILITY USED	CURRENT YEAR ESTIMATED AMOUNT OF FLEXIBILITY THAT WILL BE USED
\$0	Expenditures in PS and E&E will differ annually based on needs to cover operational expenses, address emergency and changing situations, etc.
3. Please explain how flexibility was used in the prior and/or current years.	
PRIOR YEAR EXPLAIN ACTUAL USE	CURRENT YEAR EXPLAIN PLANNED USE
In FY 2017, the Finance Team flexed \$0.	In FY 2018, the MERIC, Marketing, Sales, Finance and Compliance teams were appropriated 10% flexibility between PS and E&E appropriations. This flexibility will allow the department to respond to changing situations to continue to provide the best possible quality service to our customers.

FLEXIBILITY REQUEST FORM

BUDGET UNIT NUMBER: 42183C, 41945C, 41955C, and 41965C	DEPARTMENT: Economic Development
BUDGET UNIT NAME: MERIC, Marketing, Sales, and Finance	DIVISION: Business and Community Services
1. Provide the amount by fund of personal service flexibility and the amount by fund of expense and equipment flexibility you are requesting in dollar and percentage terms and explain why the flexibility is needed. If flexibility is being requested among divisions, provide the amount by fund of flexibility you are requesting in dollar and percentage terms and explain why the flexibility is needed.	
DEPARTMENT REQUEST	
<p>The Department is requesting 10% flexibility for General Revenue between the teams in the Business and Community Services Division (Section 7.015 of HB 7). These teams are MERIC, Marketing, Sales, and Finance.</p> <p>- General Revenue: PS \$2,411,993 * 10% = \$241,199 (52.24 FTE * 10% = 5.22); EE \$1,602,149 * 10% = \$160,215</p>	
2. Estimate how much flexibility will be used for the budget year. How much flexibility was used in the Prior Year Budget and the Current Year Budget? Please specify the amount.	
PRIOR YEAR ACTUAL AMOUNT OF FLEXIBILITY USED	CURRENT YEAR ESTIMATED AMOUNT OF FLEXIBILITY THAT WILL BE USED
\$0	Expenditures in PS and E&E will differ annually based on needs to cover operational expenses, address emergency and changing situations, etc.
3. Please explain how flexibility was used in the prior and/or current years.	
PRIOR YEAR EXPLAIN ACTUAL USE	CURRENT YEAR EXPLAIN PLANNED USE
In FY 2017, there was \$0 flexed between the BCS Teams.	In FY 2018, the MERIC, Marketing, Sales, Finance and Compliance Teams were appropriated 10% flexibility between them for GR and 100% between Federal (Section 7.015). This flexibility will allow the department to respond to changing situations to continue to provide the best possible quality service to our customers.

DEPARTMENT OF ECONOMIC DEVELOPMENT

DECISION ITEM DETAIL

Budget Unit	FY 2017	FY 2017	FY 2018	FY 2018	FY 2019	FY 2019	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
FINANCE								
CORE								
ADMIN OFFICE SUPPORT ASSISTANT	9,214	0.29	4,075	0.25	4,075	0.25	0	0.00
SR OFFICE SUPPORT ASSISTANT	0	0.00	31,660	1.37	0	0.00	0	0.00
ACCOUNT CLERK II	0	0.00	10,925	0.25	0	0.00	0	0.00
TRAINING TECH II	0	0.00	7	0.00	0	0.00	0	0.00
ECONOMIC DEV INCENTIVE SPEC I	168,043	5.02	111,417	1.75	162,895	4.85	0	0.00
ECONOMIC DEV INCENTIVE SPEC II	103,395	2.61	95,032	8.00	94,551	2.61	0	0.00
ECONOMIC DEV INCENTIVE SPC III	420,777	8.98	559,567	6.51	337,890	7.59	0	0.00
COMMUNITY & ECONOMIC DEV MGRB1	0	0.00	9,570	0.13	0	0.00	0	0.00
COMMUNITY & ECONOMIC DEV MGRB2	86,413	1.26	70,340	1.15	69,965	1.15	0	0.00
DIVISION DIRECTOR	37,851	0.35	6,055	0.06	6,022	0.06	0	0.00
MISCELLANEOUS PROFESSIONAL	567	0.01	481	0.01	481	0.01	0	0.00
PRINCIPAL ASST BOARD/COMMISSON	0	0.00	2,607	0.04	0	0.00	0	0.00
TOTAL - PS	826,260	18.52	901,736	19.52	675,879	16.52	0	0.00
TRAVEL, IN-STATE	3,818	0.00	6,418	0.00	3,090	0.00	0	0.00
TRAVEL, OUT-OF-STATE	519	0.00	14,855	0.00	0	0.00	0	0.00
FUEL & UTILITIES	0	0.00	8,018	0.00	0	0.00	0	0.00
SUPPLIES	9,819	0.00	10,331	0.00	100	0.00	0	0.00
PROFESSIONAL DEVELOPMENT	9,445	0.00	8,825	0.00	300	0.00	0	0.00
COMMUNICATION SERV & SUPP	8,957	0.00	17,224	0.00	400	0.00	0	0.00
PROFESSIONAL SERVICES	22,022	0.00	27,158	0.00	0	0.00	0	0.00
M&R SERVICES	827	0.00	901	0.00	0	0.00	0	0.00
COMPUTER EQUIPMENT	0	0.00	1,932	0.00	0	0.00	0	0.00
MOTORIZED EQUIPMENT	0	0.00	3,000	0.00	0	0.00	0	0.00
OFFICE EQUIPMENT	0	0.00	2,519	0.00	0	0.00	0	0.00
OTHER EQUIPMENT	0	0.00	1,018	0.00	0	0.00	0	0.00
PROPERTY & IMPROVEMENTS	0	0.00	1,000	0.00	0	0.00	0	0.00
BUILDING LEASE PAYMENTS	1,100	0.00	751	0.00	0	0.00	0	0.00
EQUIPMENT RENTALS & LEASES	0	0.00	2,080	0.00	0	0.00	0	0.00
MISCELLANEOUS EXPENSES	4,792	0.00	3,178	0.00	0	0.00	0	0.00
REBILLABLE EXPENSES	0	0.00	2,000	0.00	0	0.00	0	0.00
TOTAL - EE	61,299	0.00	111,208	0.00	3,890	0.00	0	0.00

DEPARTMENT OF ECONOMIC DEVELOPMENT

DECISION ITEM DETAIL

Budget Unit	FY 2017	FY 2017	FY 2018	FY 2018	FY 2019	FY 2019	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
FINANCE								
CORE								
PROGRAM DISTRIBUTIONS	47,956	0.00	5,000	0.00	0	0.00	0	0.00
TOTAL - PD	47,956	0.00	5,000	0.00	0	0.00	0	0.00
GRAND TOTAL	\$935,515	18.52	\$1,017,944	19.52	\$679,769	16.52	\$0	0.00
GENERAL REVENUE	\$893,304	17.51	\$631,527	15.52	\$631,527	15.52		0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00
OTHER FUNDS	\$42,211	1.01	\$386,417	4.00	\$48,242	1.00		0.00

PROGRAM DESCRIPTION

Department: Economic Development

Program Name: Finance Team

Program is found in the following core budget(s): Finance Team

1a. What strategic priority does this program address?

Facilitate Quality Jobs and Investment

1b. What does this program do?

The Division of Business and Community Services Finance Team administers programs designed to encourage redevelopment, community development and business development to create thriving communities in Missouri.

- Redevelopment programs are designed to incent private investment using tax credits to build stronger and more resilient communities through the cleanup and revitalization of a community's facilities/infrastructure and preserving the State's historic buildings/homes.
- Community Development programs are designed to incent not-for-profits to create public/private partnerships where organizations leverage private dollars using state tax credits to benefit Missouri citizens. These programs provide: workforce training, youth development services, physical revitalization, crime prevention, and academic supports to primarily endangered communities and populations.
- Business Development programs are designed to incent companies to locate or expand in the State of Missouri and create new jobs and investment, as well as retain jobs and businesses in the State that would otherwise relocate, using tax credits and retention of withholdings.

2. What is the authorization for this program, i.e., federal or state statute, etc.? (Include the federal program number, if applicable.)

Section 620.010, RSMo. establishes the Department of Economic Development and its divisions.

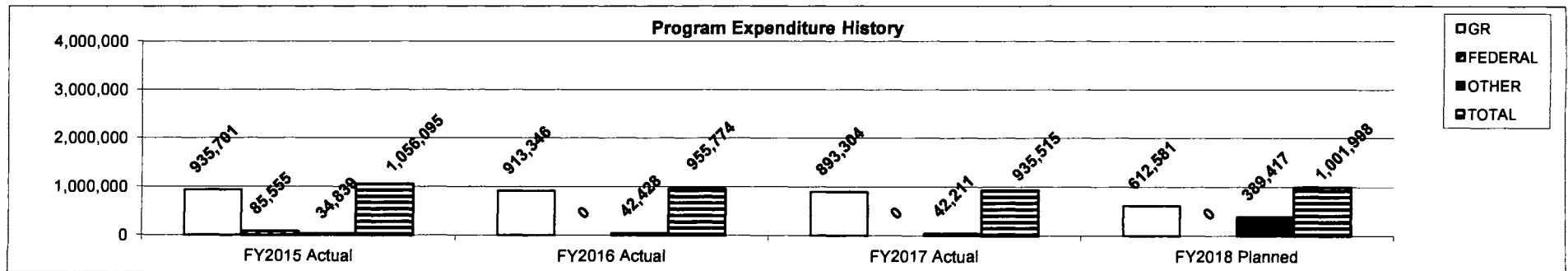
3. Are there federal matching requirements? If yes, please explain.

No

4. Is this a federally mandated program? If yes, please explain.

No

5. Provide actual expenditures for the prior three fiscal years and planned expenditures for the current fiscal year.



Note: Planned Expenditures for GR reflect 3% Governor's Reserve.

6. What are the sources of the "Other " funds?

FY15-FY17: State Supplemental Downtown Development Fund (0766).

FY18: Economic Development Advancement Fund (0783) and State Supplemental Downtown Development Fund (0766).

PROGRAM DESCRIPTION

Department: Economic Development

Program Name: Finance Team

Program is found in the following core budget(s): Finance Team

7a. Provide an effectiveness measure.

Measure 1: Amount of private investment compared to the amount of benefits issued for all Redevelopment, Community Development and Business Development projects.

Base Target 1: For every \$1 of incentive issued, a minimum of \$4.40 in private funds will be invested.

Stretch Target 1: For every \$1 of incentive issued, \$5.00 in private funds will be invested.

Measure 2: Number of distressed and/or underserved communities assisted through community and economic development projects.

Base Target 1: A minimum of 50% of projects receiving incentives are located in distressed or underserved communities.

Stretch Target 1: 55% of projects receiving incentives are located in distressed or underserved communities.

Measure 3: Average wages of new jobs created using economic development incentives - Work in Progress.

Base Target 1: Average wage of new jobs created using incentives will equal or exceed X% of county average wage.

Stretch Target 1: Average wage of jobs created using incentives will equal or exceed X% of county average wage.

7b. Provide an efficiency measure.

Measure 1: Cost per job incented - FY17 Actual was \$2,438/job incented (includes both new and retention projects).

Measure 2: Cost per beneficiary - FY17 Actual was \$13.02/beneficiary for community development programs.

Measure 3: Cost per public/private structure - FY17 Actual was \$491,802/public or private structure in which BCS participated.

7c. Provide the number of clients/individuals served, if applicable.

FY17 Actual - 616 clients served (number of organizations/businesses that were approved for incentives).

7d. Provide a customer satisfaction measure, if available.

BCS will create a ten question survey. Five questions will be common across the Division. Five questions will be specific to the activities of this program. The five common questions will be aggregated annually and benchmarked against a baseline for division wide improvement. The five questions specific to the program will be aggregated annually and benchmarked against a baseline for improvements to this program.

NEW DECISION ITEM
RANK: _____ **OF** _____

Department: Economic Development	Budget Unit 41945C, 41955C and 41965C
Division: Business and Community Services	
DI Name: Restoration of GR-Marketing, Sales, Finance Teams	DI# 1419002

1. AMOUNT OF REQUEST

FY 2019 Budget Request					FY 2019 Governor's Recommendation				
	GR	Federal	Other	Total		GR	Federal	Other	Total
PS	1,667,011	0	0	1,667,011	PS	0	0	0	0
EE	1,119,989	0	0	1,119,989	EE	0	0	0	0
PSD	463,000	0	0	463,000	PSD	0	0	0	0
TRF	0	0	0	0	TRF	0	0	0	0
Total	3,250,000	0	0	3,250,000	Total	0	0	0	0
FTE	32.64	0.00	0.00	32.64	FTE	0.00	0.00	0.00	0.00

Est. Fringe	336,453	0	0	336,453
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Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Est. Fringe	0	0	0	0
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Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds:

Other Funds:

2. THIS REQUEST CAN BE CATEGORIZED AS:

<input type="checkbox"/> New Legislation	<input type="checkbox"/> New Program	<input checked="" type="checkbox"/> Fund Switch
<input type="checkbox"/> Federal Mandate	<input type="checkbox"/> Program Expansion	<input type="checkbox"/> Cost to Continue
<input type="checkbox"/> GR Pick-Up	<input type="checkbox"/> Space Request	<input type="checkbox"/> Equipment Replacement
<input type="checkbox"/> Pay Plan	<input type="checkbox"/> Other: _____	

3. WHY IS THIS FUNDING NEEDED? PROVIDE AN EXPLANATION FOR ITEMS CHECKED IN #2. INCLUDE THE FEDERAL OR STATE STATUTORY OR CONSTITUTIONAL AUTHORIZATION FOR THIS PROGRAM.

This New Decision Item is being requested in order to restore General Revenue funding for the Marketing, Sales and Finance Teams. In Fiscal Year 2018, several BCS budget appropriations originally funded by GR were fund switched to the Economic Development Advancement Fund (0783). Based on estimated revenues, if the Business Recruitment and Marketing appropriation is restored, DED has determined that the EDAF fund will not be sustainable as the expenditures from EDAF will outpace the revenues to the fund.

In order to continue to provide the critical services provided by the Marketing, Sales and Finance Teams it is imperative that General Revenue funding is restored for both Personal Service and Expense and Equipment. If this New Decision Item is not approved, it is critical the EDAF appropriation be maintained.

NEW DECISION ITEM
RANK: _____ OF _____

Department: Economic Development	Budget Unit 41945C, 41955C and 41965C
Division: Business and Community Services	
DI Name: Restoration of GR-Marketing, Sales, Finance Teams	DI# 1419002

4. DESCRIBE THE DETAILED ASSUMPTIONS USED TO DERIVE THE SPECIFIC REQUESTED AMOUNT. (How did you determine that the requested number of FTE were appropriate? From what source or standard did you derive the requested levels of funding? Were alternatives such as outsourcing or automation considered? If based on new legislation, does request tie to TAFP fiscal note? If not, explain why. Detail which portions of the request are one-times and how those amounts were calculated.)

The specific amount was derived based on the FY18 fund switches from GR to EDAF for the Marketing, Sales and Finance Teams. Please see the EDAF Revenues Versus Expenditures Trend Chart under Number 7.

5. BREAK DOWN THE REQUEST BY BUDGET OBJECT CLASS, JOB CLASS, AND FUND SOURCE. IDENTIFY ONE-TIME COSTS.

Budget Object Class/Job Class	Dept Req GR DOLLARS	Dept Req GR FTE	Dept Req FED DOLLARS	Dept Req FED FTE	Dept Req OTHER DOLLARS	Dept Req OTHER FTE	Dept Req TOTAL DOLLARS	Dept Req TOTAL FTE	Dept Req One-Time DOLLARS
Marketing Team Personal Service	178,739	4.12					178,739	4.12	
Sales Team Personal Service	1,262,415	25.52					1,262,415	25.52	
Finance Team Personal Service	225,857	3.00					225,857	3.00	
Total PS	1,667,011	32.64	0	0.0	0	0.0	1,667,011	32.64	0
Marketing Team EE	888,651						888,651		
Sales Team EE	124,020						124,020		
Finance Team EE	107,318						107,318		
Total EE	1,119,989		0		0		1,119,989		0
Marketing Team Program Distributions	450,000						450,000		
Sales Team Program Distributions	8,000						8,000		
Finance Team Program Distributions	5,000						5,000		
Total PSD	463,000		0		0		463,000		0
Transfers									
Total TRF	0		0		0		0		0
Grand Total	3,250,000	32.64	0	0.0	0	0.0	3,250,000	32.64	0

NEW DECISION ITEM
RANK: _____ OF _____

Department: Economic Development			Budget Unit 41945C, 41955C and 41965C						
Division: Business and Community Services									
DI Name: Restoration of GR-Marketing, Sales, Finance Teams			DI# 1419002						
Budget Object Class/Job Class	Gov Rec GR DOLLARS	Gov Rec GR FTE	Gov Rec FED DOLLARS	Gov Rec FED FTE	Gov Rec OTHER DOLLARS	Gov Rec OTHER FTE	Gov Rec TOTAL DOLLARS	Gov Rec TOTAL FTE	Gov Rec One-Time DOLLARS
							0	0.0	
							0	0.0	
Total PS	<u>0</u>	<u>0.0</u>	<u>0</u>	<u>0.0</u>	<u>0</u>	<u>0.0</u>	<u>0</u>	<u>0.0</u>	<u>0</u>
							0		
							0		
							0		
Total EE	<u>0</u>		<u>0</u>		<u>0</u>		<u>0</u>		<u>0</u>
Program Distributions							0		
Total PSD	<u>0</u>		<u>0</u>		<u>0</u>		<u>0</u>		<u>0</u>
Transfers									
Total TRF	<u>0</u>		<u>0</u>		<u>0</u>		<u>0</u>		<u>0</u>
Grand Total	<u>0</u>	<u>0.0</u>	<u>0</u>	<u>0.0</u>	<u>0</u>	<u>0.0</u>	<u>0</u>	<u>0.0</u>	<u>0</u>

NEW DECISION ITEM
RANK: _____ OF _____

Department: Economic Development Budget Unit 41945C, 41955C and 41965C
Division: Business and Community Services
DI Name: Restoration of GR-Marketing, Sales, Finance Teams DI# 1419002

6. PERFORMANCE MEASURES (If new decision item has an associated core, separately identify projected performance with & without additional funding.)

6a. Provide an effectiveness measure.

Refer to the Core Decision Item forms for the Marketing, Sales and Finance Teams effectiveness measures.

6b. Provide an efficiency measure.

Refer to the Core Decision Item forms for the Marketing, Sales and Finance Teams efficiency measures.

6c. Provide the number of clients/individuals served, if applicable.

Refer to the Core Decision Item forms for the Marketing, Sales and Finance Teams number of clients served.

6d. Provide a customer satisfaction measure, if available.

Refer to the Core Decision Item forms for the Marketing, Sales and Finance Teams customer satisfaction.

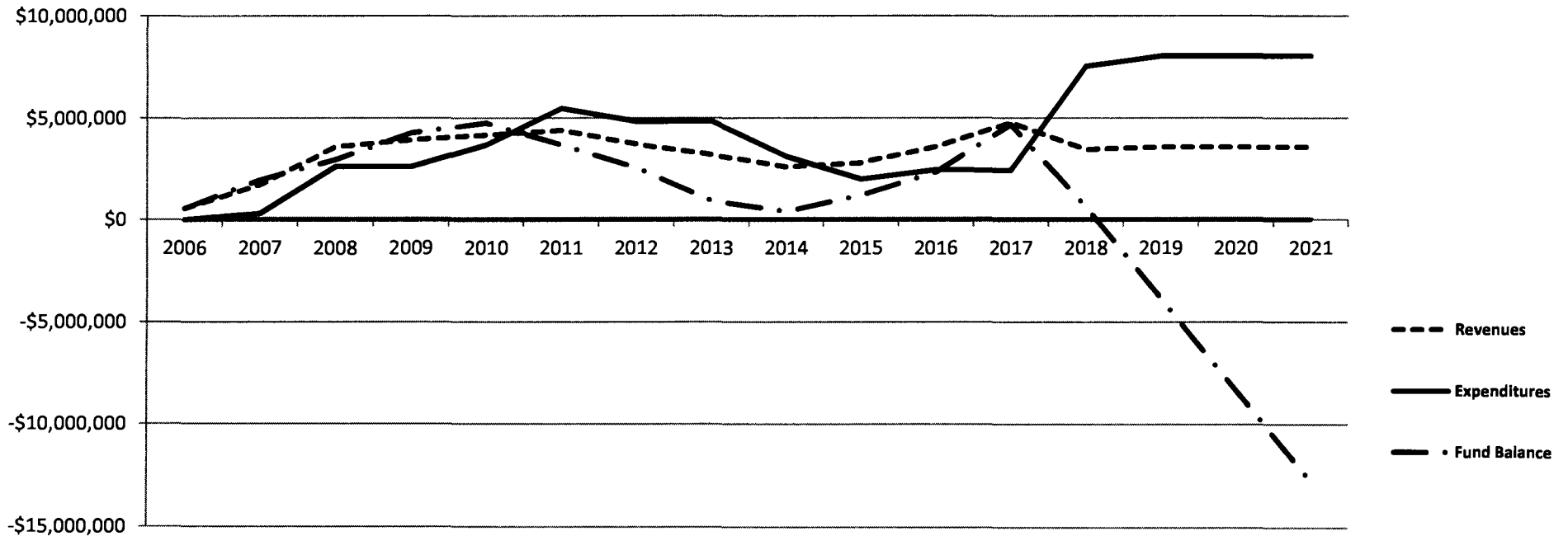
NEW DECISION ITEM
RANK: _____ OF _____

Department: Economic Development	Budget Unit 41945C, 41955C and 41965C
Division: Business and Community Services	
DI Name: Restoration of GR-Marketing, Sales, Finance Teams	DI# 1419002

7. STRATEGIES TO ACHIEVE THE PERFORMANCE MEASUREMENT TARGETS:

The chart below demonstrates that Expenditures will out pace Revenues if the Business Recruitment and Marketing appropriation is restored and the BCS Marketing, Sales and Finance Teams and International Trade & Investment Offices Fund Switches are not made in FY19.

EDAF - Estimated Expenditures



DEPARTMENT OF ECONOMIC DEVELOPMENT

DECISION ITEM DETAIL

Budget Unit	FY 2017	FY 2017	FY 2018	FY 2018	FY 2019	FY 2019	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
FINANCE								
Restore GR-Mktg/Sales/Finance - 1419002								
ECONOMIC DEV INCENTIVE SPC III	0	0.00	0	0.00	225,857	3.00	0	0.00
TOTAL - PS	0	0.00	0	0.00	225,857	3.00	0	0.00
TRAVEL, IN-STATE	0	0.00	0	0.00	3,328	0.00	0	0.00
TRAVEL, OUT-OF-STATE	0	0.00	0	0.00	14,855	0.00	0	0.00
FUEL & UTILITIES	0	0.00	0	0.00	8,018	0.00	0	0.00
SUPPLIES	0	0.00	0	0.00	10,231	0.00	0	0.00
PROFESSIONAL DEVELOPMENT	0	0.00	0	0.00	10,457	0.00	0	0.00
COMMUNICATION SERV & SUPP	0	0.00	0	0.00	16,824	0.00	0	0.00
PROFESSIONAL SERVICES	0	0.00	0	0.00	27,158	0.00	0	0.00
M&R SERVICES	0	0.00	0	0.00	901	0.00	0	0.00
MOTORIZED EQUIPMENT	0	0.00	0	0.00	3,000	0.00	0	0.00
OFFICE EQUIPMENT	0	0.00	0	0.00	2,519	0.00	0	0.00
OTHER EQUIPMENT	0	0.00	0	0.00	1,018	0.00	0	0.00
PROPERTY & IMPROVEMENTS	0	0.00	0	0.00	1,000	0.00	0	0.00
BUILDING LEASE PAYMENTS	0	0.00	0	0.00	751	0.00	0	0.00
EQUIPMENT RENTALS & LEASES	0	0.00	0	0.00	2,080	0.00	0	0.00
MISCELLANEOUS EXPENSES	0	0.00	0	0.00	3,178	0.00	0	0.00
REBILLABLE EXPENSES	0	0.00	0	0.00	2,000	0.00	0	0.00
TOTAL - EE	0	0.00	0	0.00	107,318	0.00	0	0.00
PROGRAM DISTRIBUTIONS	0	0.00	0	0.00	5,000	0.00	0	0.00
TOTAL - PD	0	0.00	0	0.00	5,000	0.00	0	0.00
GRAND TOTAL	\$0	0.00	\$0	0.00	\$338,175	3.00	\$0	0.00
GENERAL REVENUE	\$0	0.00	\$0	0.00	\$338,175	3.00		0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00
OTHER FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00

CORE DECISION ITEM

Department: Economic Development					Budget Unit 41975C				
Division: Business and Community Services									
Core: Compliance Team									
1. CORE FINANCIAL SUMMARY									
	FY 2019 Budget Request					FY 2019 Governor's Recommendation			
	GR	Federal	Other	Total		GR	Fed	Other	Total
PS	0	0	0	0	PS	0	0	0	0
EE	0	0	0	0	EE	0	0	0	0
PSD	0	0	0	0	PSD	0	0	0	0
TRF	0	0	0	0	TRF	0	0	0	0
Total	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	Total	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
FTE	0.00	0.00	0.00	0.00	FTE	0.00	0.00	0.00	0.00
Est. Fringe	0	0	0	0	Est. Fringe	0	0	0	0
<i>Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.</i>					<i>Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.</i>				
Other Funds:					Other Funds:				
2. CORE DESCRIPTION									
<p>The Compliance Team core funding of \$71,212 PS, \$21,336 EE, and 2.01 FTE has been core reallocated to the Community Development Block Grant (CDBG) Program Administration core.</p>									
3. PROGRAM LISTING (list programs included in this core funding)									
Compliance Team									

CORE DECISION ITEM

Department: Economic Development
Division: Business and Community Services
Core: Compliance Team

Budget Unit 41975C

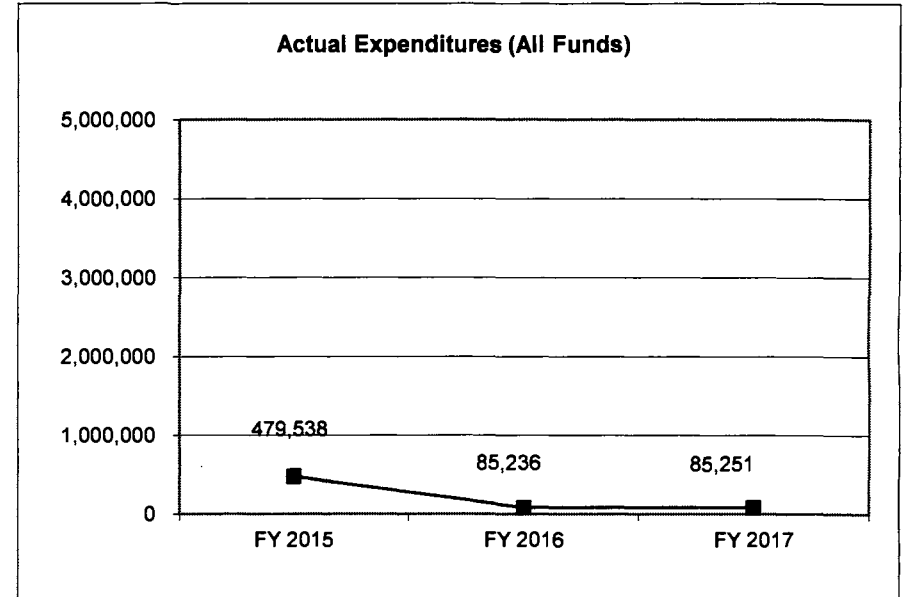
4. FINANCIAL HISTORY

	FY 2015 Actual	FY 2016 Actual	FY 2017 Actual	FY 2018 Current Yr.
Appropriation (All Funds)	846,618	91,152	92,548	0
Less Reverted (All Funds)	(4,748)	(2,734)	(2,776)	0
Less Restricted (All Funds)*	0	0	0	0
Budget Authority (All Funds)	841,870	88,418	89,772	0
Actual Expenditures (All Funds)	479,538	85,236	85,251	N/A
Unexpended (All Funds)	362,332	3,182	4,521	N/A
Unexpended, by Fund:				
General Revenue	10,434	3,182	4,521	N/A
Federal	351,898	0	0	N/A
Other	0	0	0	N/A

*Restricted amount is as of: _____

Reverted includes Governor's standard 3 percent reserve (when applicable).
 Restricted includes any extraordinary expenditure restriction (when applicable).

NOTES:



DEPARTMENT OF ECONOMIC DEVELOPMENT

DECISION ITEM SUMMARY

Budget Unit								
Decision Item	FY 2017	FY 2017	FY 2018	FY 2018	FY 2019	FY 2019	*****	*****
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
COMPLIANCE								
CORE								
PERSONAL SERVICES								
GENERAL REVENUE	64,556	1.23	0	0.00	0	0.00	0	0.00
TOTAL - PS	64,556	1.23	0	0.00	0	0.00	0	0.00
EXPENSE & EQUIPMENT								
GENERAL REVENUE	20,695	0.00	0	0.00	0	0.00	0	0.00
TOTAL - EE	20,695	0.00	0	0.00	0	0.00	0	0.00
TOTAL	85,251	1.23	0	0.00	0	0.00	0	0.00
GRAND TOTAL	\$85,251	1.23	\$0	0.00	\$0	0.00	\$0	0.00

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DEPARTMENT OF ECONOMIC DEVELOPMENT

DECISION ITEM DETAIL

Budget Unit	FY 2017	FY 2017	FY 2018	FY 2018	FY 2019	FY 2019	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
COMPLIANCE								
CORE								
ECONOMIC DEV INCENTIVE SPEC I	16,798	0.51	0	0.00	0	0.00	0	0.00
ECONOMIC DEV INCENTIVE SPEC II	4,688	0.12	0	0.00	0	0.00	0	0.00
COMMUNITY & ECONOMIC DEV MGRB2	41,937	0.58	0	0.00	0	0.00	0	0.00
MISCELLANEOUS PROFESSIONAL	1,133	0.02	0	0.00	0	0.00	0	0.00
TOTAL - PS	64,556	1.23	0	0.00	0	0.00	0	0.00
TRAVEL, IN-STATE	1,437	0.00	0	0.00	0	0.00	0	0.00
TRAVEL, OUT-OF-STATE	964	0.00	0	0.00	0	0.00	0	0.00
SUPPLIES	1,205	0.00	0	0.00	0	0.00	0	0.00
PROFESSIONAL DEVELOPMENT	2,863	0.00	0	0.00	0	0.00	0	0.00
COMMUNICATION SERV & SUPP	1,207	0.00	0	0.00	0	0.00	0	0.00
PROFESSIONAL SERVICES	12,405	0.00	0	0.00	0	0.00	0	0.00
M&R SERVICES	325	0.00	0	0.00	0	0.00	0	0.00
BUILDING LEASE PAYMENTS	238	0.00	0	0.00	0	0.00	0	0.00
MISCELLANEOUS EXPENSES	51	0.00	0	0.00	0	0.00	0	0.00
TOTAL - EE	20,695	0.00	0	0.00	0	0.00	0	0.00
GRAND TOTAL	\$85,251	1.23	\$0	0.00	\$0	0.00	\$0	0.00
GENERAL REVENUE	\$85,251	1.23	\$0	0.00	\$0	0.00		0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00
OTHER FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00

PROGRAM DESCRIPTION

Department: Economic Development

Program Name: Compliance Team

Program is found in the following core budget(s): Compliance Team

1a. What strategic priority does this program address?

Refer to CDBG Administration Core.

1b. What does this program do?

The funding and FTE for the Compliance Team were transferred to the CDBG Administration Core with FY18 budget.

2. What is the authorization for this program, i.e., federal or state statute, etc.? (Include the federal program number, if applicable.)

Section 620.010, RSMo, establishes the Department of Economic Development and its divisions.

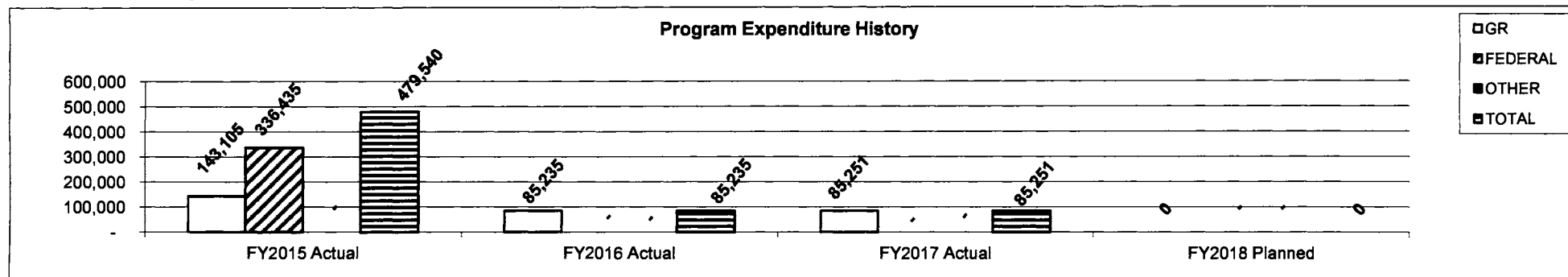
3. Are there federal matching requirements? If yes, please explain.

No.

4. Is this a federally mandated program? If yes, please explain.

No.

5. Provide actual expenditures for the prior three fiscal years and planned expenditures for the current fiscal year.



Note: Funding transferred to CDBG Administration Core in FY18.

6. What are the sources of the "Other " funds?

N/A

PROGRAM DESCRIPTION

Department: Economic Development

Program Name: Compliance Team

Program is found in the following core budget(s): Compliance Team

7a. Provide an effectiveness measure.

Funding transferred to CDBG Administration Core in FY18

7b. Provide an efficiency measure.

Funding transferred to CDBG Administration Core in FY18

7c. Provide the number of clients/individuals served, if applicable.

Funding transferred to CDBG Administration Core in FY18

7d. Provide a customer satisfaction measure, if available.

Funding transferred to CDBG Administration Core in FY18

CORE DECISION ITEM

Department: Economic Development					Budget Unit <u>41980C</u>				
Division: Business and Community Services									
Core: Econ Dev Advancement Fund Refunds (EDAF)									
1. CORE FINANCIAL SUMMARY									
	FY 2019 Budget Request					FY 2019 Governor's Recommendation			
	GR	Federal	Other	Total		GR	Fed	Other	Total
PS	0	0	0	0	PS	0	0	0	0
EE	0	0	0	0	EE	0	0	0	0
PSD	0	0	10,000	10,000	PSD	0	0		0 E
TRF	0	0	0	0	TRF	0	0	0	0
Total	0	0	10,000	10,000	Total	0	0	0	0
FTE	0.00	0.00	0.00	0.00	FTE	0.00	0.00	0.00	0.00
Est. Fringe	0	0	0	0	Est. Fringe	0	0	0	0
<i>Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.</i>					<i>Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.</i>				
Other Funds: Economic Development Advancement Fund (0783)					Other Funds: Economic Development Advancement Fund (0783) An "E" is requested on \$1 Other Funds				
2. CORE DESCRIPTION									
<p>The Economic Development Advancement Fund (EDAF) was created per 620.1900, RSMo, in order to receive fees from the recipients of certain tax credits issued by the department, in an amount up to 2½% of the amount of the issued tax credit. Upon issuance of the tax credits, the fees are paid by the recipient. This core item provides the Department of Economic Development the ability to refund an overpayment or erroneous payment of any amount credited to the EDAF.</p>									
3. PROGRAM LISTING (list programs included in this core funding)									
Economic Development Advancement Fund.									

CORE DECISION ITEM

Department: Economic Development
Division: Business and Community Services
Core: Econ Dev Advancement Fund Refunds (EDAF)

Budget Unit 41980C

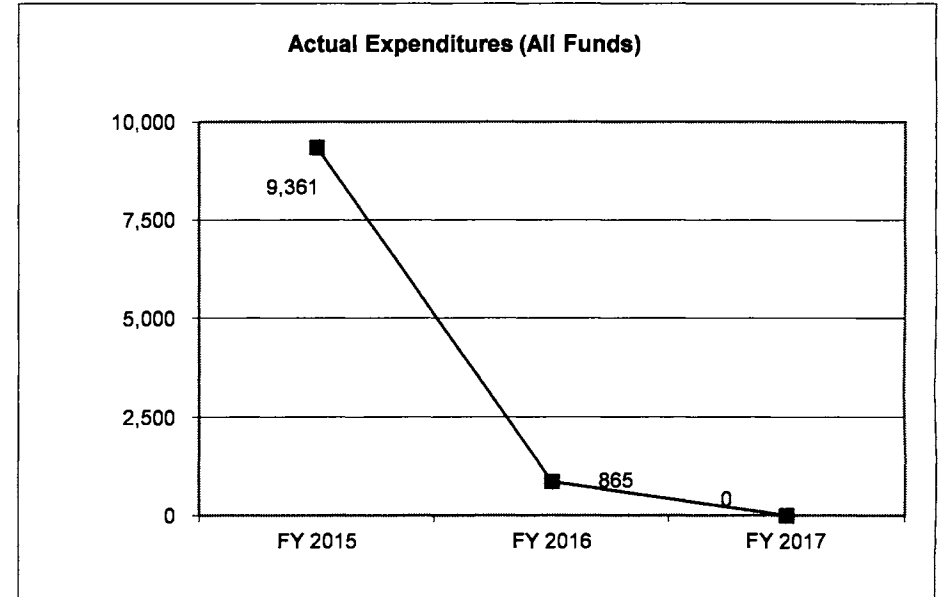
4. FINANCIAL HISTORY

	FY 2015 Actual	FY 2016 Actual	FY 2017 Actual	FY 2018 Current Yr.
Appropriation (All Funds)	1	1	1	10,000
Less Reverted (All Funds)	0	0	0	0
Less Restricted (All Funds)*	0	0	0	0
Budget Authority (All Funds)	1	1	1	10,000
Actual Expenditures (All Funds)	9,361	865	0	N/A
Unexpended (All Funds)	(9,360)	(864)	1	N/A
Unexpended, by Fund:				
General Revenue	0	0	0	N/A
Federal	0	0	0	N/A
Other	(9,360)	(864)	1	N/A

*Restricted amount is as of: _____

Reverted includes Governor's standard 3 percent reserve (when applicable).
 Restricted includes any extraordinary expenditure restriction (when applicable).

NOTES:



CORE RECONCILIATION DETAIL

**DEPARTMENT OF ECONOMIC DEVELOPMENT
TAX CREDIT REFUNDS**

5. CORE RECONCILIATION DETAIL

	Budget Class	FTE	GR	Federal	Other	Total	Explanation
TAFP AFTER VETOES							
	PD	0.00	0	0	10,000	10,000	
	Total	0.00	0	0	10,000	10,000	
DEPARTMENT CORE REQUEST							
	PD	0.00	0	0	10,000	10,000	
	Total	0.00	0	0	10,000	10,000	
GOVERNOR'S RECOMMENDED CORE							
	PD	0.00	0	0	10,000	10,000	
	Total	0.00	0	0	10,000	10,000	

DEPARTMENT OF ECONOMIC DEVELOPMENT

DECISION ITEM SUMMARY

Budget Unit									
Decision Item		FY 2017	FY 2017	FY 2018	FY 2018	FY 2019	FY 2019	*****	*****
Budget Object Summary		ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Fund		DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
TAX CREDIT REFUNDS									
CORE									
PROGRAM-SPECIFIC									
ECON DEVELOP ADVANCEMENT FUND		0	0.00	10,000	0.00	10,000	0.00	0	0.00
TOTAL - PD		0	0.00	10,000	0.00	10,000	0.00	0	0.00
TOTAL		0	0.00	10,000	0.00	10,000	0.00	0	0.00
GRAND TOTAL		\$0	0.00	\$10,000	0.00	\$10,000	0.00	\$0	0.00

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DEPARTMENT OF ECONOMIC DEVELOPMENT

DECISION ITEM DETAIL

Budget Unit	FY 2017	FY 2017	FY 2018	FY 2018	FY 2019	FY 2019	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
TAX CREDIT REFUNDS								
CORE								
PROGRAM DISTRIBUTIONS	0	0.00	9,999	0.00	9,999	0.00	0	0.00
REFUNDS	0	0.00	1	0.00	1	0.00	0	0.00
TOTAL - PD	0	0.00	10,000	0.00	10,000	0.00	0	0.00
GRAND TOTAL	\$0	0.00	\$10,000	0.00	\$10,000	0.00	\$0	0.00
GENERAL REVENUE	\$0	0.00	\$0	0.00	\$0	0.00		0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00
OTHER FUNDS	\$0	0.00	\$10,000	0.00	\$10,000	0.00		0.00

PROGRAM DESCRIPTION

Department: Economic Development

Program Name: Economic Development Advancement Fund Refunds

Program is found in the following core budget(s): EDAF Refunds

1a. What strategic priority does this program address?

Provides ability to refund an overpayment.

1b. What does this program do?

This item provides the ability to refund an overpayment or erroneous payment of any amount credited to the Economic Development Advancement Fund (EDAF) per 620.1900, RSMo. EDAF was created in order to receive fees from the recipients of certain tax credits issued by the department, in an amount up to 2½% of the amount of the issued tax credit. Upon issuance of the tax credits, the fees are paid by the recipient. The fund is also structured to receive gifts, contributions, grants, or bequests received from federal, private and other sources including any appropriations to the fund.

2. What is the authorization for this program, i.e., federal or state statute, etc.? (Include the federal program number, if applicable.)

Section 620.1900, RSMo, which established the Economic Development Advancement Fund.

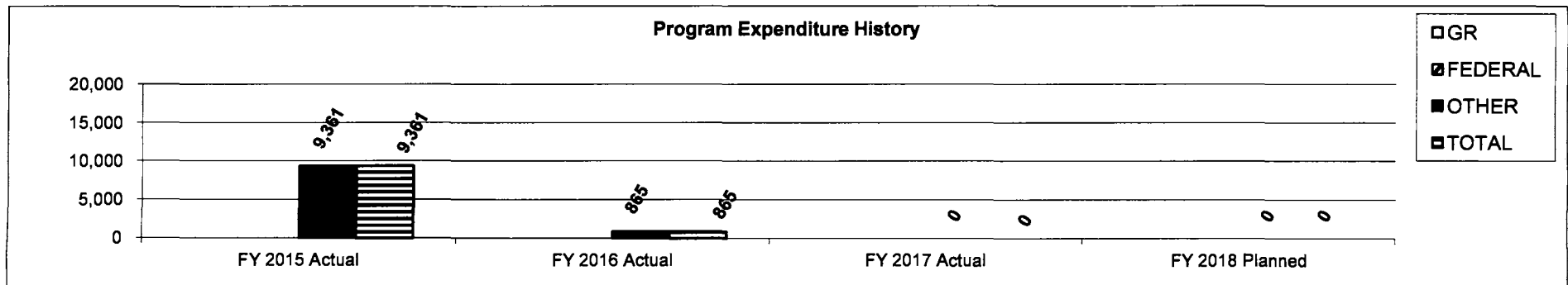
3. Are there federal matching requirements? If yes, please explain.

No.

4. Is this a federally mandated program? If yes, please explain.

No.

5. Provide actual expenditures for the prior three fiscal years and planned expenditures for the current fiscal year.



6. What are the sources of the "Other " funds?

Economic Development Advancement Fund (0783)

PROGRAM DESCRIPTION

Department: Economic Development

Program Name: Economic Development Advancement Fund Refunds

Program is found in the following core budget(s): EDAF Refunds

7a. Provide an effectiveness measure.

Provides ability to refund an overpayment. Measure not required.

7b. Provide an efficiency measure.

Provides ability to refund an overpayment. Measure not required.

7c. Provide the number of clients/individuals served, if applicable.

Provides ability to refund an overpayment. Measure not required.

7d. Provide a customer satisfaction measure, if available.

Provides ability to refund an overpayment. Measure not required.

CORE DECISION ITEM

Department: Economic Development	Budget Unit 42013C
Division: Business and Community Services	
Core: International Trade and Investment Offices	

1. CORE FINANCIAL SUMMARY

	FY 2019 Budget Request			
	GR	Federal	Other	Total
PS	0	0	0	0
EE	0	0	0	0
PSD	0	0	0	0
TRF	0	0	0	0
Total	0	0	0	0
FTE	0.00	0.00	0.00	0.00

Est. Fringe	0	0	0	0
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Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds:

	FY 2019 Governor's Recommendation			
	GR	Fed	Other	Total
PS	0	0	0	0
EE		0	0	0
PSD	0	0	0	0
TRF	0	0	0	0
Total	0	0	0	0
FTE	0.00	0.00	0.00	0.00

Est. Fringe	0	0	0	0
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Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds:

2. CORE DESCRIPTION

Missouri's International Trade & Investment Offices located in London, United Kingdom; Monterey, Mexico; Shanghai, China; Tokyo, Japan; Seoul, Republic of South Korea; Mumbai, India; Sao Paulo, Brazil; Hong Kong; Singapore; Toronto, Canada; and Tel Aviv, Israel are responsible for Sales Promotion, Market Entry Strategies, and Investment Strategies as outlined below.

Sales Promotion: Each office is required to provide the necessary promotion of Missouri products and services to individuals, businesses, and government entities for the purpose of facilitating commercial transactions.

Market Entry Strategies: Each office is required to provide trade counseling and technical advice to Missouri interests regarding possible market entry strategies for the purpose of exporting their products and services.

Investment Strategies: Each office is required to promote the State of Missouri as the ideal location for foreign direct investment partners. Provide technical information on the Department of Economic Development incentive programs; client solutions; community (local) benefits; and to include the delivery of a comprehensive investment proposal from the State and its partners.

3. PROGRAM LISTING (list programs included in this core funding)

International Trade and Investment Offices

CORE DECISION ITEM

Department: Economic Development
Division: Business and Community Services
Core: International Trade and Investment Offices

Budget Unit 42013C

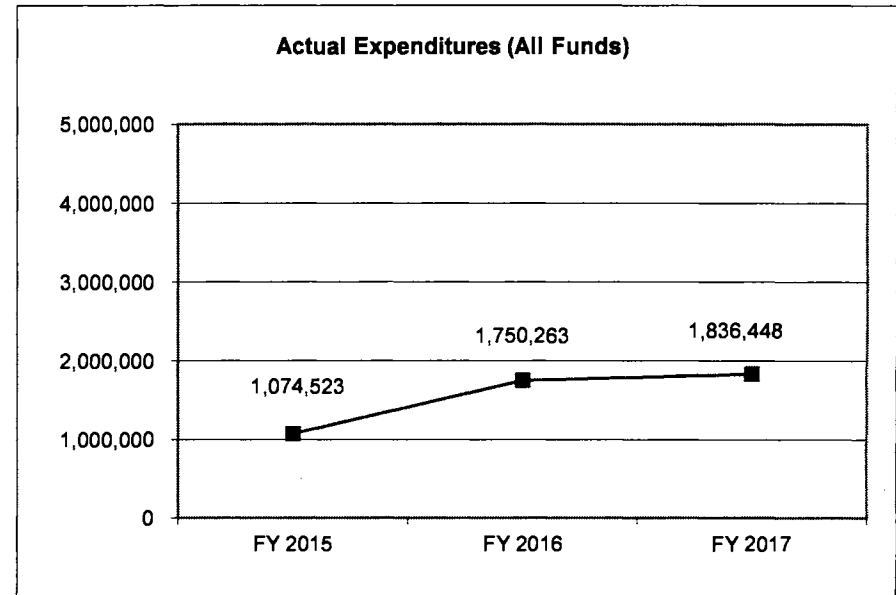
4. FINANCIAL HISTORY

	FY 2015 Actual	FY 2016 Actual	FY 2017 Actual	FY 2018 Current Yr.
Appropriation (All Funds)	1,710,000	1,910,000	1,910,000	1,500,000
Less Reverted (All Funds)	(51,300)	(57,300)	(57,300)	0
Less Restricted (All Funds)*	0	0	0	0
Budget Authority (All Funds)	1,658,700	1,852,700	1,852,700	1,500,000
Actual Expenditures (All Funds)	1,074,523	1,750,263	1,836,448	N/A
Unexpended (All Funds)	584,177	102,437	16,252	N/A
Unexpended, by Fund:				
General Revenue	584,177	102,437	16,252	N/A
Federal	0	0	0	N/A
Other	0	0	0	N/A

*Restricted amount as of: _____

Reverted includes Governor's standard 3 percent reserve (when applicable).
 Restricted includes any extraordinary expenditure restriction (when applicable).

NOTES:



CORE RECONCILIATION DETAIL

**DEPARTMENT OF ECONOMIC DEVELOPMENT
INTRN TRADE & INVEST OFFICES**

5. CORE RECONCILIATION DETAIL

			Budget Class	FTE	GR	Federal	Other	Total	Explanation
TAFP AFTER VETOES									
		EE		0.00	0	0	1,500,000	1,500,000	
		Total		0.00	0	0	1,500,000	1,500,000	
DEPARTMENT CORE ADJUSTMENTS									
Core Reduction	1301 7643	EE		0.00	0	0	(1,500,000)	(1,500,000)	Reduce EDAF funding for GR NDI.
NET DEPARTMENT CHANGES				0.00	0	0	(1,500,000)	(1,500,000)	
DEPARTMENT CORE REQUEST									
		EE		0.00	0	0	0	0	
		Total		0.00	0	0	0	0	
GOVERNOR'S RECOMMENDED CORE									
		EE		0.00	0	0	0	0	
		Total		0.00	0	0	0	0	

DEPARTMENT OF ECONOMIC DEVELOPMENT

DECISION ITEM SUMMARY

Budget Unit								
Decision Item	FY 2017	FY 2017	FY 2018	FY 2018	FY 2019	FY 2019	*****	*****
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
INTRN TRADE & INVEST OFFICES								
CORE								
EXPENSE & EQUIPMENT								
GENERAL REVENUE	1,836,448	0.00	0	0.00	0	0.00	0	0.00
ECON DEVELOP ADVANCEMENT FUND	0	0.00	1,500,000	0.00	0	0.00	0	0.00
TOTAL - EE	1,836,448	0.00	1,500,000	0.00	0	0.00	0	0.00
TOTAL	1,836,448	0.00	1,500,000	0.00	0	0.00	0	0.00
Restore GR for Int'l Trade - 1419003								
EXPENSE & EQUIPMENT								
GENERAL REVENUE	0	0.00	0	0.00	1,910,000	0.00	0	0.00
TOTAL - EE	0	0.00	0	0.00	1,910,000	0.00	0	0.00
TOTAL	0	0.00	0	0.00	1,910,000	0.00	0	0.00
GRAND TOTAL	\$1,836,448	0.00	\$1,500,000	0.00	\$1,910,000	0.00	\$0	0.00

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DEPARTMENT OF ECONOMIC DEVELOPMENT

DECISION ITEM DETAIL

Budget Unit	FY 2017	FY 2017	FY 2018	FY 2018	FY 2019	FY 2019	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
INTRN TRADE & INVEST OFFICES								
CORE								
PROFESSIONAL SERVICES	1,836,448	0.00	1,500,000	0.00	0	0.00	0	0.00
TOTAL - EE	1,836,448	0.00	1,500,000	0.00	0	0.00	0	0.00
GRAND TOTAL	\$1,836,448	0.00	\$1,500,000	0.00	\$0	0.00	\$0	0.00
GENERAL REVENUE	\$1,836,448	0.00	\$0	0.00	\$0	0.00		0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00
OTHER FUNDS	\$0	0.00	\$1,500,000	0.00	\$0	0.00		0.00

PROGRAM DESCRIPTION

Department: Economic Development

Program Name: International Trade and Investment Offices

Program is found in the following core budget(s): International Trade and Investment Offices

1a. What strategic priority does this program address?

Facilitate Quality Jobs and Investment.

1b. What does this program do?

- This program is designed to attract foreign direct investors and provide export transaction generating services to the state's manufacturers and professional services companies.
- Foreign-based contractors in Brazil, Canada, China (Hong Kong and Shanghai), Europe (UK and Germany) India, Israel, Japan, Republic of Korea, Mexico, Singapore and UAE) and domestic staff work in tandem to execute services.
- Foreign-based associates identify foreign direct investment leads for the Missouri Partnership and DED project management teams by promoting Missouri as an ideal location to foreign investors by offering client solutions; technical assistance on DED incentive programs; community and other local benefits.
- Export assistance based on transactional support includes technical guidance on market entry strategies; sector/product research; foreign partner (distributors/agents) identification; trade show; and trade mission execution.

2. What is the authorization for this program, i.e., federal or state statute, etc.? (Include the federal program number, if applicable.)

Section 620.010, RSMo., establishes the Department of Economic Development and its divisions.

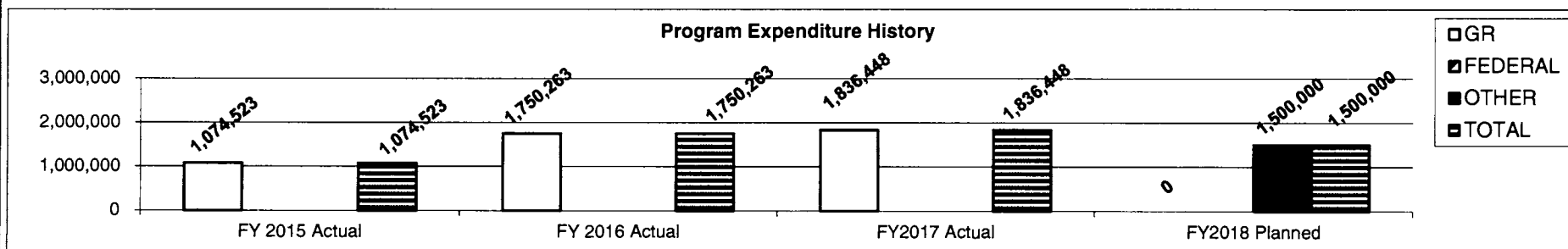
3. Are there federal matching requirements? If yes, please explain.

No

4. Is this a federally mandated program? If yes, please explain.

No

5. Provide actual expenditures for the prior three fiscal years and planned expenditures for the current fiscal year.



6. What are the sources of the "Other " funds?

FY18: Economic Development Advancement Fund (0783)

PROGRAM DESCRIPTION

Department: Economic Development

Program Name: International Trade and Investment Offices

Program is found in the following core budget(s): International Trade and Investment Offices

7a. Provide an effectiveness measure.

Measure: Number of Missouri exporters assisted - trade services. Increasing the number of exporters assisted directly correlates with a higher probability of increasing export transactions.

Base Target: In 2017, 595 companies received assistance from the program. A 15% increase in companies assisted.

Stretch Target: A 25% increase in companies assisted.

Measure: Number of jobs supported - trade services.

Base Target: A 20% increase in export transactions generated by the program will support 515 jobs in the state.

Stretch Target: A 30% increase in export transactions generated by the program will support 560 jobs in the state.

**As per the International Trade Administration, for every \$155,218 in export transactions, one job is supported in Missouri, i.e., in 2017, 430 jobs were supported by the program.*

Measure: Number of trade events (trade shows/missions/outreach) conducted results in contacts generated, i.e., 68 events executed in 2017 to capture 7,550 contacts (5,436 trade contacts and 2,114 investment contacts). Trade events are the key method for proactively generating foreign direct investment leads and trade contracts.

Base Target: 68 executed in order to capture a 15% increase of contacts generated-trade/investment.

Stretch Target: 78 executed in order to capture a 25% increase of contacts generated-trade/investment.

7b. Provide an efficiency measure.

	FY2015 Projected	FY2015 Actual	FY2016 Projected	FY2016 Actual	FY2017 Projected	FY2017 Actual	FY2018 Projected	FY2019 Projected
\$ Amount of Export Sales	\$25.75M	\$48.9M	\$28.33M	\$45.46M	\$44.87M	\$66.7M	\$80.04M	\$86.71M
# of FDI leads generated	107	95	95	172	114	125	144	156
Cost of Foreign Offices	\$1,658,700	\$1,074,523	\$1,852,700	\$1,750,263	\$1,852,700	\$1,836,448	\$1,852,700	\$1,500,000
Cost Benefit to Achieve Results	\$ 0.06	\$ 0.02	\$ 0.07	\$ 0.04	\$ 0.04	\$ 0.03	\$0.04	\$0.02

Note: The International Trade & Investment Office's performance is measured in two key areas: Trade and Investment. The performance of each office is reported by Missouri firms in the form of a Client Impact Statement (CIS) once service is provided. The CIS reporting system was implemented in FY2010.

Note: Documented Export Sales are attributable to agency programs and marketing activities.

Note: For every \$0.03 of state funding, \$1 in export transactions is returned to the state in addition to the economic impact noted above.

PROGRAM DESCRIPTION

Department: Economic Development								
Program Name: International Trade and Investment Offices								
Program is found in the following core budget(s): International Trade and Investment Offices								
7c. Provide the number of clients/individuals served, if applicable.								
	FY2015 Projected	FY2015 Actual	FY2016 Projected	FY2016 Actual	FY2017 Projected	FY2017 Actual	FY2018 Projected	FY2019 Projected
Number of Missouri Firms Assisted	441	265	485	508	362	595	484	530
Number of Trade Events Conducted	138	50	50	84	61	68	63	60
Number of Invest. Networking Events	20	41	20	32	32	26	32	25
7d. Provide a customer satisfaction measure, if available.								
	FY2015 Projected	FY2015 Actual	FY2016 Projected	FY2016 Actual	FY2017 Projected	FY2017 Actual	FY2018 Projected	FY2019 Projected
Customer Satisfaction Rating	94%	95%	94%	92%	94%	96%	95%	94%

NEW DECISION ITEM
RANK: _____ **OF** _____

Department: Economic Development	Budget Unit 42013C
Division: Business and Community Services	
DI Name: Restoration of GR for Int'l Trade & Investment Offices	DI#1419003 HB Section 7.015

1. AMOUNT OF REQUEST

	FY 2019 Budget Request				E
	GR	Federal	Other	Total	
PS	0	0	0	0	
EE	1,910,000	0	0	1,910,000	
PSD	0	0	0	0	
TRF	0	0	0	0	
Total	1,910,000	0	0	1,910,000	
FTE	0.00	0.00	0.00	0.00	

Est. Fringe	0	0	0	0
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Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds:

	FY 2019 Governor's Recommendation				E
	GR	Federal	Other	Total	
PS	0	0	0	0	
EE	0	0	0	0	
PSD	0	0	0	0	
TRF	0	0	0	0	
Total	0	0	0	0	
FTE	0.00	0.00	0.00	0.00	

Est. Fringe	0	0	0	0
--------------------	---	---	---	---

Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds:

2. THIS REQUEST CAN BE CATEGORIZED AS:

<input type="checkbox"/> New Legislation	<input type="checkbox"/> New Program	<input checked="" type="checkbox"/> Fund Switch
<input type="checkbox"/> Federal Mandate	<input type="checkbox"/> Program Expansion	<input type="checkbox"/> Cost to Continue
<input type="checkbox"/> GR Pick-Up	<input type="checkbox"/> Space Request	<input type="checkbox"/> Equipment Replacement
<input type="checkbox"/> Pay Plan	<input type="checkbox"/> Other: _____	

3. WHY IS THIS FUNDING NEEDED? PROVIDE AN EXPLANATION FOR ITEMS CHECKED IN #2. INCLUDE THE FEDERAL OR STATE STATUTORY OR CONSTITUTIONAL AUTHORIZATION FOR THIS PROGRAM.

This New Decision Item is being requested in order to restore the General Revenue funding for the International Trade and Investment Offices. In Fiscal Year 2018, the International Trade & Investment Offices which previously was funded by GR was fund switched to the Economic Development Advancement Fund. Based on estimated revenues, if the Business Recruitment and Marketing appropriation is restored, DED has determined that the EDAF fund will not be sustainable as the expenditures from EDAF will outpace the revenues to the fund.

In order to continue to provide the critical services provided by the International Trade & Investment Offices, it is imperative that General Revenue funding is restored for Expense and Equipment. If this New Decision Item is not approved, it is critical the EDAF appropriation be maintained.

NEW DECISION ITEM
RANK: _____ OF _____

Department: Economic Development	Budget Unit	42013C
Division: Business and Community Services		
DI Name: Restoration of GR for Int'l Trade & Investment Offices	DI#1419003 HB Section	7.015

4. DESCRIBE THE DETAILED ASSUMPTIONS USED TO DERIVE THE SPECIFIC REQUESTED AMOUNT. (How did you determine that the requested number of FTE were appropriate? From what source or standard did you derive the requested levels of funding? Were alternatives such as outsourcing or automation considered? If based on new legislation, does request tie to TAFP fiscal note? If not, explain why. Detail which portions of the request are one-times and how those amounts were calculated.)

The specific amount was derived based on the original appropriation amount in FY17 and the FY18 fund switches from GR to EDAF for the International Trade & Investment Offices. Please see the EDAF Revenues Versus Expenditures Trend Chart under Number 7.

5. BREAK DOWN THE REQUEST BY BUDGET OBJECT CLASS, JOB CLASS, AND FUND SOURCE. IDENTIFY ONE-TIME COSTS.

Budget Object Class/Job Class	Dept Req GR DOLLARS	Dept Req GR FTE	Dept Req FED DOLLARS	Dept Req FED FTE	Dept Req OTHER DOLLARS	Dept Req OTHER FTE	Dept Req TOTAL DOLLARS	Dept Req TOTAL FTE	Dept Req One-Time DOLLARS	E
							0			
							0	0.0		
Total PS	<u>0</u>	<u>0.0</u>	<u>0</u>	<u>0.0</u>	<u>0</u>	<u>0.0</u>	<u>0</u>	<u>0.0</u>	<u>0</u>	
400/Professional Services	1,910,000						1,910,000			
							0			
							0			
Total EE	<u>1,910,000</u>		<u>0</u>		<u>0</u>		<u>1,910,000</u>		<u>0</u>	
Program Distributions							0			
Total PSD	<u>0</u>		<u>0</u>		<u>0</u>		<u>0</u>		<u>0</u>	
Transfers										
Total TRF	<u>0</u>		<u>0</u>		<u>0</u>		<u>0</u>		<u>0</u>	
Grand Total	<u>1,910,000</u>	<u>0.0</u>	<u>0</u>	<u>0.0</u>	<u>0</u>	<u>0.0</u>	<u>1,910,000</u>	<u>0.0</u>	<u>0</u>	

NEW DECISION ITEM
RANK: _____ OF _____

Department: Economic Development				Budget Unit		42013C					
Division: Business and Community Services											
DI Name: Restoration of GR for Int'l Trade & Investment Offices				DI#1419003 HB Section		7.015					

NEW DECISION ITEM
RANK: _____ **OF** _____

Department: <u>Economic Development</u>	Budget Unit <u>42013C</u>
Division: <u>Business and Community Services</u>	
DI Name: <u>Restoration of GR for Int'l Trade & Investment Offices</u>	DI# <u>1419003</u> HB Section <u>7.015</u>

6. PERFORMANCE MEASURES (If new decision item has an associated core, separately identify projected performance with & without additional funding.)

6a. Provide an effectiveness measure.

Refer to the Core Decision Item forms for International Trade & Investment Offices effectiveness measure.

6b. Provide an efficiency measure.

Refer to the Core Decision Item forms for International Trade & Investment Offices efficiency measure.

6c. Provide the number of clients/individuals served, if applicable.

Refer to the Core Decision Item forms for International Trade & Investment Offices clients served.

6d. Provide a customer satisfaction measure, if available.

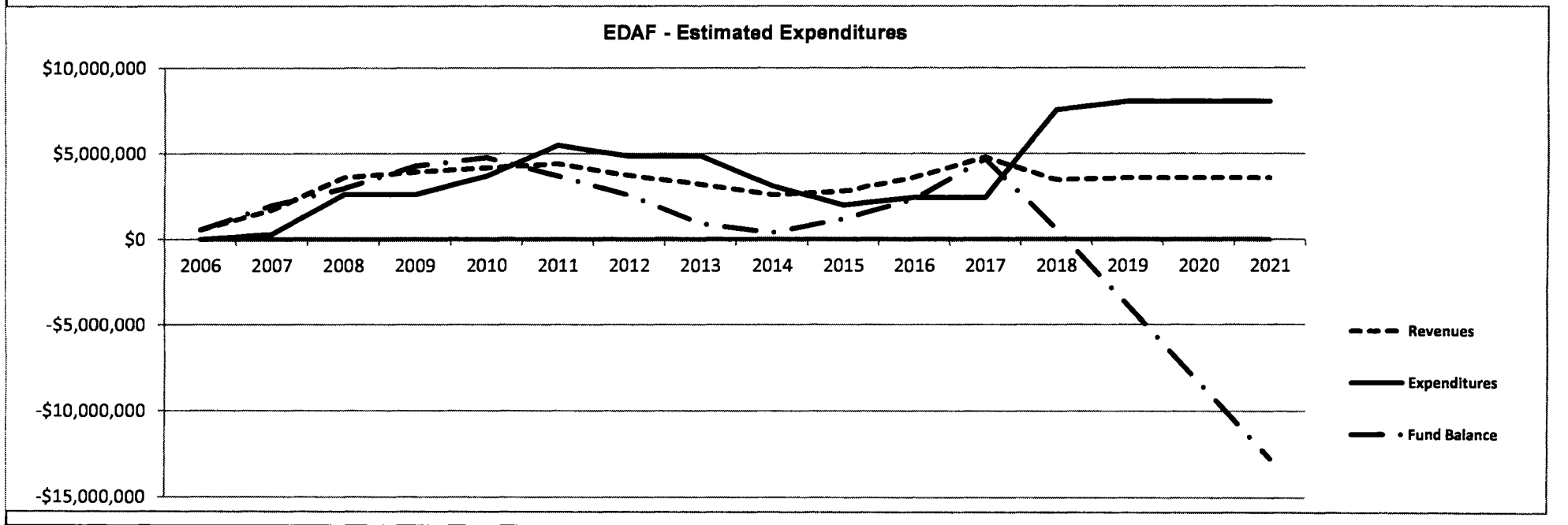
Refer to the Core Decision Item forms for International Trade & Investment Offices customer satisfaction measure.

NEW DECISION ITEM
RANK: _____ **OF** _____

Department: Economic Development	Budget Unit 42013C
Division: Business and Community Services	
DI Name: Restoration of GR for Int'l Trade & Investment Offices	DI#1419003 HB Section 7.015

7. STRATEGIES TO ACHIEVE THE PERFORMANCE MEASUREMENT TARGETS:

The chart below demonstrates that Expenditures will out pace Revenues if the Business Recruitment and Marketing appropriation is restored and the BCS Marketing, Sales and Finance Teams and International Trade & Investment Offices Fund Switches are not made in FY19.



DEPARTMENT OF ECONOMIC DEVELOPMENT

DECISION ITEM DETAIL

Budget Unit	FY 2017	FY 2017	FY 2018	FY 2018	FY 2019	FY 2019	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
INTRN TRADE & INVEST OFFICES								
Restore GR for Int'l Trade - 1419003								
PROFESSIONAL SERVICES	0	0.00	0	0.00	1,910,000	0.00	0	0.00
TOTAL - EE	0	0.00	0	0.00	1,910,000	0.00	0	0.00
GRAND TOTAL	\$0	0.00	\$0	0.00	\$1,910,000	0.00	\$0	0.00
GENERAL REVENUE	\$0	0.00	\$0	0.00	\$1,910,000	0.00		0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00
OTHER FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00

CORE DECISION ITEM

Department:	Economic Development	Budget Unit	42014C
Division:	Business and Community Services		
Core:	Business Recruitment and Marketing		

1. CORE FINANCIAL SUMMARY

	FY 2019 Budget Request			
	GR	Federal	Other	Total
PS	0	0	0	0
EE	0	0	0	0
PSD	0	0	0	0
TRF	0	0	0	0
Total	0	0	0	0
FTE	0.00	0.00	0.00	0.00

Est. Fringe	0	0	0	0
<i>Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.</i>				

Other Funds: Economic Development Advancement Fund (0783)

	FY 2019 Governor's Recommendation			
	GR	Fed	Other	Total
PS	0	0	0	0
EE	0	0	0	0
PSD	0	0	0	0
TRF	0	0	0	0
Total	0	0	0	0
FTE	0.00	0.00	0.00	0.00

Est. Fringe	0	0	0	0
<i>Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.</i>				

Other Funds:

2. CORE DESCRIPTION

The purpose of this program is to market the state both nationally and internationally to effectively produce new business recruitment leads in order to bring new investment opportunities and create new high quality jobs in Missouri. In 2007, the General Assembly authorized a new public/private partnership model by creating the Economic Development Advancement Fund. Currently, the Department contracts for these services through the Hawthorn Foundation, who subcontracts with the Missouri Partnership, a public-private economic development partnership. The Missouri Partnership works at the state, regional and local levels to increase the visibility of Missouri as a globally competitive business location. Services include: responding to requests for information and preparing proposals for the location of new business in the state; vetting available sites; locating new or available buildings; providing information on communities and workforce; identifying utility availability and cost; and facilitating meetings with state government agencies and potential strategic partners, including but not limited to, maintaining a working relationship with national site selection firms and coordinating opportunities with DED overseas offices.

The contract provides for an integrated partnership with the Missouri Department of Economic Development, Division of Business and Community Services staff who oversee the business development incentives for the State. The private component of the initiative currently calls for matching private dollars to be contributed to the annual budget. This fund was created by the General Assembly and grants the DED the authority to collect a 2.5 percent fee from awardees on certain state tax credits issued in order to direct those fees to the fund and pay the costs of the contract.

3. PROGRAM LISTING (list programs included in this core funding)

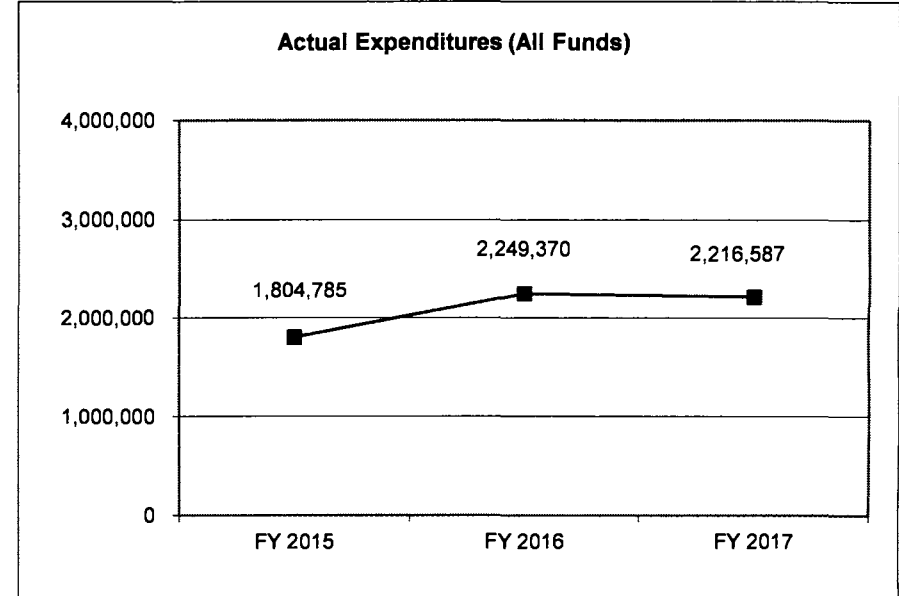
Business Recruitment and Marketing

CORE DECISION ITEM

Department:	Economic Development	Budget Unit <u>42014C</u>
Division:	Business and Community Services	
Core:	Business Recruitment and Marketing	

4. FINANCIAL HISTORY

	FY 2015 Actual	FY 2016 Actual	FY 2017 Actual	FY 2018 Current Yr.
Appropriation (All Funds)	2,250,000	2,250,000	2,250,000	0
Less Reverted (All Funds)	0	0	0	0
Less Restricted (All Funds)*	0	0	0	0
Budget Authority (All Funds)	2,250,000	2,250,000	2,250,000	0
Actual Expenditures (All Funds)	1,804,785	2,249,370	2,216,587	N/A
Unexpended (All Funds)	445,215	630	33,413	N/A
Unexpended, by Fund:				
General Revenue	0	0	0	N/A
Federal	0	0	0	N/A
Other	445,215	630	33,413	N/A



Reverted includes Governor's standard 3 percent reserve (when applicable).
 Restricted includes any extraordinary expenditure restriction (when applicable).

NOTES:

DEPARTMENT OF ECONOMIC DEVELOPMENT

DECISION ITEM SUMMARY

Budget Unit									
Decision Item	FY 2017	FY 2017	FY 2018	FY 2018	FY 2019	FY 2019	*****	*****	
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED	
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN	
BUSINESS RECRUITMENT&MARKETING									
CORE									
EXPENSE & EQUIPMENT									
ECON DEVELOP ADVANCEMENT FUND	2,216,587	0.00	0	0.00	0	0.00	0	0.00	
TOTAL - EE	2,216,587	0.00	0	0.00	0	0.00	0	0.00	
TOTAL	2,216,587	0.00	0	0.00	0	0.00	0	0.00	
Restore Bus Recruit/Mktg - 1419001									
EXPENSE & EQUIPMENT									
ECON DEVELOP ADVANCEMENT FUND	0	0.00	0	0.00	2,250,000	0.00	0	0.00	
TOTAL - EE	0	0.00	0	0.00	2,250,000	0.00	0	0.00	
TOTAL	0	0.00	0	0.00	2,250,000	0.00	0	0.00	
GRAND TOTAL	\$2,216,587	0.00	\$0	0.00	\$2,250,000	0.00	\$0	0.00	

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DEPARTMENT OF ECONOMIC DEVELOPMENT

DECISION ITEM DETAIL

Budget Unit	FY 2017	FY 2017	FY 2018	FY 2018	FY 2019	FY 2019	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
BUSINESS RECRUITMENT&MARKETING								
CORE								
TRAVEL, IN-STATE	150,347	0.00	0	0.00	0	0.00	0	0.00
PROFESSIONAL SERVICES	2,066,240	0.00	0	0.00	0	0.00	0	0.00
TOTAL - EE	2,216,587	0.00	0	0.00	0	0.00	0	0.00
GRAND TOTAL	\$2,216,587	0.00	\$0	0.00	\$0	0.00	\$0	0.00
GENERAL REVENUE	\$0	0.00	\$0	0.00	\$0	0.00		0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00
OTHER FUNDS	\$2,216,587	0.00	\$0	0.00	\$0	0.00		0.00

PROGRAM DESCRIPTION

Department: Economic Development

Program Name: Business Recruitment and Marketing

Program is found in the following core budget(s): Business Recruitment and Marketing

1a. What strategic priority does this program address?

Facilitate Quality Jobs and Investment

1b. What does this program do?

The purpose of this program is to market the state both nationally and internationally to effectively produce new business recruitment leads in order to bring new investment opportunities and create new high quality jobs in Missouri. In 2007, the General Assembly authorized a new public/private partnership model by creating the Economic Development Advancement Fund. Currently, the Department contracts for these services through the Hawthorn Foundation, who subcontracts with the Missouri Partnership, a public-private economic development partnership. The Missouri Partnership works at the state, regional and local levels to increase the visibility of Missouri as a globally competitive business location. Services include: responding to requests for information and preparing proposals for the location of new business in the state; vetting available sites; locating new or available buildings; providing information on communities and workforce; identifying utility availability and cost; and facilitating meetings with state government agencies and potential strategic partners, including but not limited to, maintaining a working relationship with national site selection firms and coordinating opportunities with DED overseas offices.

2. What is the authorization for this program, i.e., federal or state statute, etc.? (Include the federal program number, if applicable.)

Section 620.1900, RSMo., which establishes the Economic Development Advancement Fund.

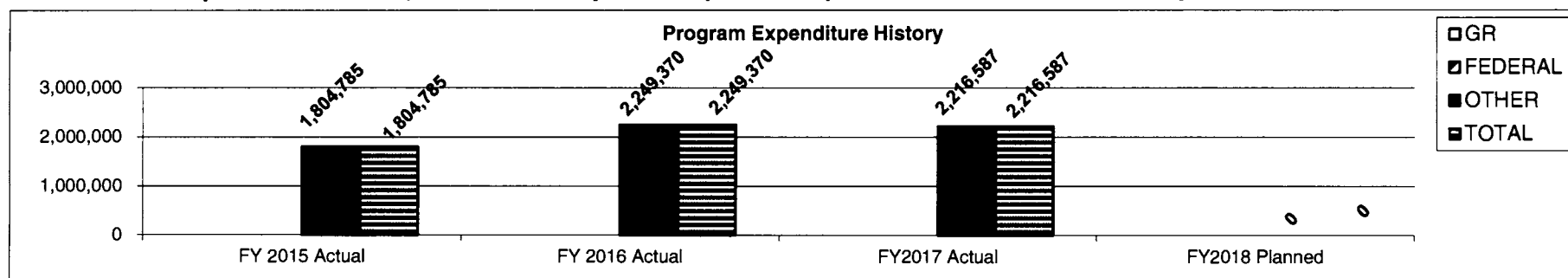
3. Are there federal matching requirements? If yes, please explain.

No

4. Is this a federally mandated program? If yes, please explain.

No

5. Provide actual expenditures for the prior three fiscal years and planned expenditures for the current fiscal year.



6. What are the sources of the "Other " funds?

Economic Development Advancement Fund (0783)

PROGRAM DESCRIPTION

Department: Economic Development

Program Name: Business Recruitment and Marketing

Program is found in the following core budget(s): Business Recruitment and Marketing

7a. Provide an effectiveness measure.

	FY2015 Projected	FY2015 Actual	FY2016 Projected	FY2016 Actual	FY2017 Projected	FY2017 Actual	FY2018 Base	FY2018 Stretch
Number of Projects Successfully Recruited to Missouri	14	18	15	11	16	23	20	25
Jobs recruited		2,423		1,265		2,216		
Statewide average wage of all jobs		\$ 64,526		\$ 63,467		\$ 55,852	\$ 47,227	\$ 48,718
Amount of private capital investment		\$ 188,628,882		\$ 116,279,578		\$496,135,124		

7b. Provide an efficiency measure.

	FY2015 Actual	FY2016 Actual	FY2017 Actual
Business Recruitment and Marketing Investment per New Job Created	\$576	\$1,407	\$532

NOTE: Efficiency Measure Actuals are a result of a recruitment project worked by the program.

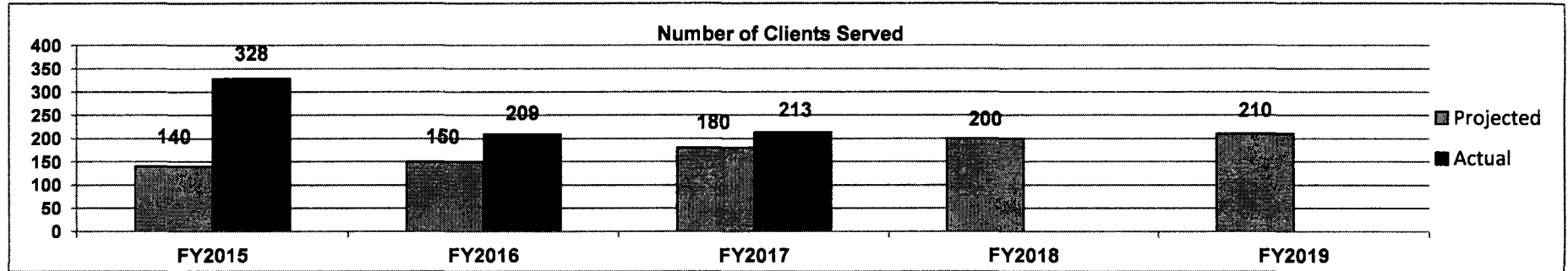
PROGRAM DESCRIPTION

Department: Economic Development

Program Name: Business Recruitment and Marketing

Program is found in the following core budget(s): Business Recruitment and Marketing

7c. Provide the number of clients/individuals served, if applicable.



NOTE: Actual Clients Served (i.e., new recruitment projects/leads serviced) does not include projects that are re-started and serviced by the program.

NOTE: "Number of Clients Served" includes only the 12-month average of prospective and active recruitment projects; it excludes additional clients served that do not fall into either project category. These additional clients served typically account for 20 to 30 per year.

7d. Provide a customer satisfaction measure, if available.

BCS will create a ten question survey. Five questions will be common across the Division. Five questions will be specific to the activities of this program. The five common questions will be aggregated annually and benchmarked against a baseline for division-wide improvement. The five questions specific to the program will be aggregated annually and benchmarked against a baseline for improvements to this program.

NEW DECISION ITEM

RANK: _____ OF _____

Department: Economic Development	Budget Unit 42014C
Division: Business and Community Services	
DI Name: Restoration of Business Recruitment & Marketing	DI #1419001 HB Section 07.015

1. AMOUNT OF REQUEST

FY 2019 Budget Request					FY 2019 Governor's Recommendation						
	GR	Federal	Other	Total	E		GR	Federal	Other	Total	E
PS	0	0	0	0		PS	0	0	0	0	
EE	0	0	2,250,000	2,250,000		EE	0	0	0	0	
PSD	0	0	0	0		PSD	0	0	0	0	
TRF	0	0	0	0		TRF	0	0	0	0	
Total	0	0	2,250,000	2,250,000		Total	0	0	0	0	
FTE	0.00	0.00	0.00	0.00		FTE	0.00	0.00	0.00	0.00	
Est. Fringe	0	0	0	0		Est. Fringe	0	0	0	0	
<i>Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.</i>						<i>Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.</i>					
Other Funds: Economic Development Advancement Fund (0783)						Other Funds:					

2. THIS REQUEST CAN BE CATEGORIZED AS:

<input type="checkbox"/> New Legislation	<input type="checkbox"/> New Program	<input type="checkbox"/> Fund Switch
<input type="checkbox"/> Federal Mandate	<input type="checkbox"/> Program Expansion	<input type="checkbox"/> Cost to Continue
<input type="checkbox"/> GR Pick-Up	<input type="checkbox"/> Space Request	<input type="checkbox"/> Equipment Replacement
<input type="checkbox"/> Pay Plan	<input checked="" type="checkbox"/> Other: <u>Funding Restoration</u>	

3. WHY IS THIS FUNDING NEEDED? PROVIDE AN EXPLANATION FOR ITEMS CHECKED IN #2. INCLUDE THE FEDERAL OR STATE STATUTORY OR CONSTITUTIONAL AUTHORIZATION FOR THIS PROGRAM.

A restoration of the Business Recruitment & Marketing Core appropriation is needed as it was inadvertently removed from the FY18 budget. The purpose of this program is to market the state both nationally and internationally to effectively produce new business recruitment leads in order to bring new investment opportunities and create new high quality jobs in Missouri. Currently, the Department contracts for these services through the Hawthorn Foundation, who subcontracts with the Missouri Partnership, a public-private economic development partnership. The Missouri Partnership works at the state, regional and local levels to increase the visibility of Missouri as a globally competitive business location. Services include: responding to requests for information and preparing proposals for the location of new business in the state; vetting available sites; locating new or available buildings; providing information on communities and workforce; identifying utility availability and cost; and facilitating meetings with state government agencies and potential strategic partners, including but not limited to, maintaining a working relationship with national site selection firms and coordinating opportunities with DED overseas offices.

NEW DECISION ITEM

RANK: _____ OF _____

Department: Economic Development	Budget Unit 42014C
Division: Business and Community Services	
DI Name: Restoration of Business Recruitment & Marketing	DI #1419001 HB Section 07.015

4. DESCRIBE THE DETAILED ASSUMPTIONS USED TO DERIVE THE SPECIFIC REQUESTED AMOUNT. (How did you determine that the requested number of FTE were appropriate? From what source or standard did you derive the requested levels of funding? Were alternatives such as outsourcing or automation considered? If based on new legislation, does request tie to TAFP fiscal note? If not, explain why. Detail which portions of the request are one-times and how those amounts were calculated.)

\$2,250,000 is the amount being requested by the Division of Business and Community Services for FY19 as this was the previous original appropriation amount. Please see the EDAF Trend Chart under 7.

5. BREAK DOWN THE REQUEST BY BUDGET OBJECT CLASS, JOB CLASS, AND FUND SOURCE. IDENTIFY ONE-TIME COSTS.

Budget Object Class/Job Class	Dept Req GR DOLLARS	Dept Req GR FTE	Dept Req FED DOLLARS	Dept Req FED FTE	Dept Req OTHER DOLLARS	Dept Req OTHER FTE	Dept Req TOTAL DOLLARS	Dept Req TOTAL FTE	Dept Req One-Time DOLLARS	E
							0			
							0	0.0		
Total PS	0	0.0	0	0.0	0	0.0	0	0.0	0	
400/Professional Services					2,250,000		2,250,000			
							0			
							0			
Total EE	0		0		2,250,000		2,250,000		0	
Program Distributions							0			
Total PSD	0		0		0		0		0	
Transfers										
Total TRF	0		0		0		0		0	
Grand Total	0	0.0	0	0.0	2,250,000	0.0	2,250,000	0.0	0	

NEW DECISION ITEM

RANK: _____ OF _____

Department: Economic Development			Budget Unit		42014C					
Division: Business and Community Services										
DI Name: Restoration of Business Recruitment & Marketing		DI #1419001		HB Section		07.015				
	Gov Rec GR DOLLARS	Gov Rec GR FTE	Gov Rec FED DOLLARS	Gov Rec FED FTE	Gov Rec OTHER DOLLARS	Gov Rec OTHER FTE	Gov Rec TOTAL DOLLARS	Gov Rec TOTAL FTE	Gov Rec One-Time DOLLARS	E
							0			
							0	0.0		
Total PS	0	0.0	0	0.0	0	0.0	0	0.0	0	
							0			
							0			
							0			
Total EE	0		0		0		0		0	
Program Distributions							0			
Total PSD	0		0		0		0		0	
Transfers										
Total TRF	0		0		0		0		0	
Grand Total	0	0.0	0	0.0	0	0.0	0	0.0	0	

NEW DECISION ITEM

RANK: _____ **OF** _____

Department: Economic Development	Budget Unit 42014C
Division: Business and Community Services	
DI Name: Restoration of Business Recruitment & Marketing	DI #1419001 HB Section 07.015

6. PERFORMANCE MEASURES (If new decision item has an associated core, separately identify projected performance with & without additional funding.)

6a. Provide an effectiveness measure.

Refer to the Business Recruitment & Marketing Core for the effectiveness measure.

6b. Provide an efficiency measure.

Refer to the Business Recruitment & Marketing Core for the efficiency measure.

6c. Provide the number of clients/individuals served, if applicable.

Refer to the Business Recruitment & Marketing Core for the number of clients served.

6d. Provide a customer satisfaction measure, if available.

Refer to the Business Recruitment & Marketing Core for the customer satisfaction measure.

NEW DECISION ITEM

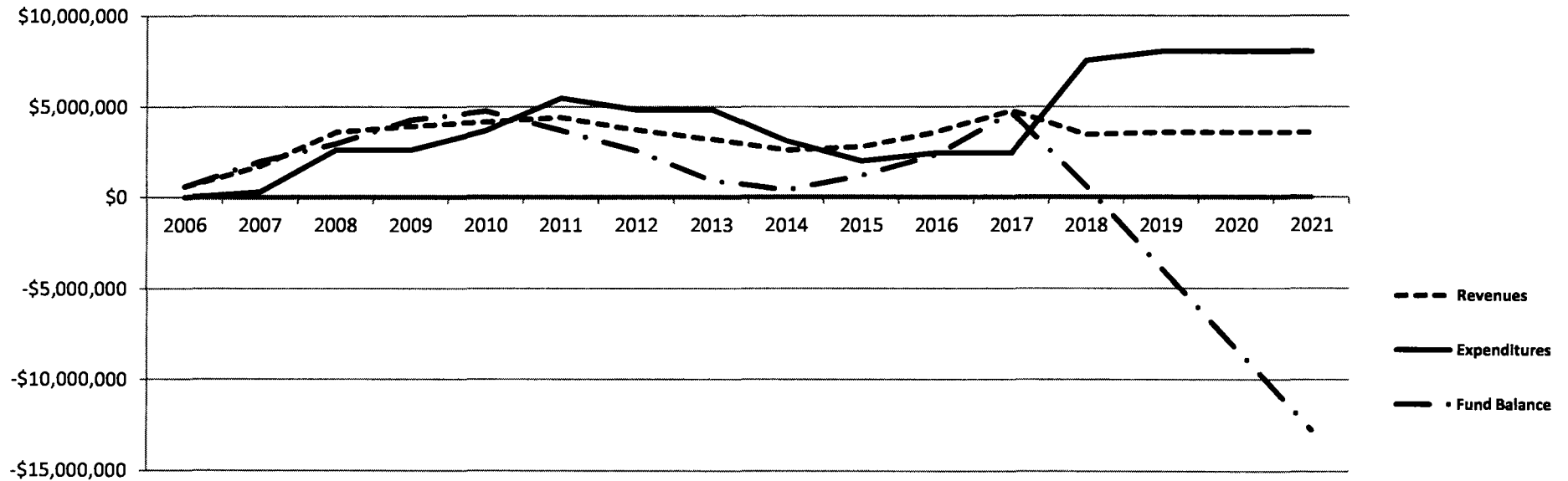
RANK: _____ OF _____

Department: Economic Development	Budget Unit 42014C
Division: Business and Community Services	
DI Name: Restoration of Business Recruitment & Marketing	DI #1419001 HB Section 07.015

7. STRATEGIES TO ACHIEVE THE PERFORMANCE MEASUREMENT TARGETS:

The chart below demonstrates that Expenditures will out pace Revenues if the Business Recruitment and Marketing appropriation is restored and the BCS Marketing, Sales and Finance Teams and International Trade & Investment Offices Fund Switches are not made in FY19.

EDAF - Estimated Expenditures



DEPARTMENT OF ECONOMIC DEVELOPMENT

DECISION ITEM DETAIL

Budget Unit	FY 2017	FY 2017	FY 2018	FY 2018	FY 2019	FY 2019	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
BUSINESS RECRUITMENT&MARKETING								
Restore Bus Recruit/Mktg - 1419001								
PROFESSIONAL SERVICES	0	0.00	0	0.00	2,250,000	0.00	0	0.00
TOTAL - EE	0	0.00	0	0.00	2,250,000	0.00	0	0.00
GRAND TOTAL	\$0	0.00	\$0	0.00	\$2,250,000	0.00	\$0	0.00
GENERAL REVENUE	\$0	0.00	\$0	0.00	\$0	0.00		0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00
OTHER FUNDS	\$0	0.00	\$0	0.00	\$2,250,000	0.00		0.00

CORE DECISION ITEM

Department:	Economic Development	Budget Unit	42075C
Division:	Business and Community Services		
Core:	BRAC Analysis		

1. CORE FINANCIAL SUMMARY

	FY 2019 Budget Request			
	GR	Federal	Other	Total
PS	0	0	0	0
EE	0	0	0	0
PSD	0	0	0	0
TRF	0	0	0	0
Total	0	0	0	0

FTE 0.00 0.00 0.00 0.00

Est. Fringe 0 0 0 0

Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds:

	FY 2019 Governor's Recommendation			
	GR	Federal	Other	Total
PS	0	0	0	0
EE	0	0	0	0
PSD	0	0	0	0
TRF	0	0	0	0
Total	0	0	0	0

FTE 0.00 0.00 0.00 0.00

Est. Fringe 0 0 0 0

Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds:

2. CORE DESCRIPTION

Combined with Military Advocate budget for FY 2018.

The purpose of the BRAC appropriation is to implement strategies identified in the analysis of the impact of Missouri's military bases on the nation's military readiness and the state's economy in order to best position the state to retain its existing military operations and secure additional missions as they may become available. This was in response to a January 2012 announcement that Congress would seek future BRAC (Base Re-alignment and Closure) authorizations.

3. PROGRAM LISTING (list programs included in this core funding)

BRAC Analysis

CORE DECISION ITEM

Department: Economic Development
Division: Business and Community Services
Core: BRAC Analysis

Budget Unit 42075C

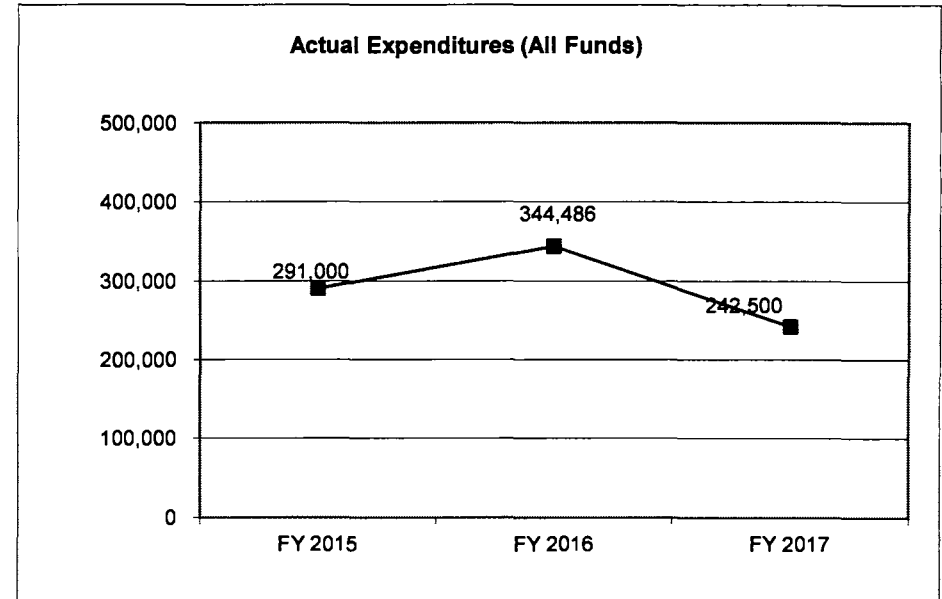
4. FINANCIAL HISTORY

	FY 2015 Actual	FY 2016 Actual	FY 2017 Actual	FY 20187 Current Yr.
Appropriation (All Funds)	300,000	400,000	250,000	0
Less Reverted (All Funds)	(9,000)	(12,000)	(7,500)	0
Less Restricted (All Funds)*	0	0	0	0
Budget Authority (All Funds)	291,000	388,000	242,500	0
Actual Expenditures (All Funds)	291,000	344,486	242,500	N/A
Unexpended (All Funds)	0	43,514	0	N/A
Unexpended, by Fund:				
General Revenue	0	43,514	0	N/A
Federal	0	0	0	N/A
Other	0	0	0	N/A

*Restricted amount is as of: _____

Reverted includes Governor's standard 3 percent reserve (when applicable).
 Restricted includes any extraordinary expenditure restrictions (when applicable).

NOTES:



DEPARTMENT OF ECONOMIC DEVELOPMENT

DECISION ITEM SUMMARY

Budget Unit									
Decision Item	FY 2017	FY 2017	FY 2018	FY 2018	FY 2019	FY 2019	*****	*****	
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED	
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN	
BRAC ANALYSIS									
CORE									
PROGRAM-SPECIFIC									
GENERAL REVENUE	242,500	0.00	0	0.00	0	0.00	0	0.00	
TOTAL - PD	242,500	0.00	0	0.00	0	0.00	0	0.00	
TOTAL	242,500	0.00	0	0.00	0	0.00	0	0.00	
GRAND TOTAL	\$242,500	0.00	\$0	0.00	\$0	0.00	\$0	0.00	

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DEPARTMENT OF ECONOMIC DEVELOPMENT

DECISION ITEM DETAIL

Budget Unit	FY 2017	FY 2017	FY 2018	FY 2018	FY 2019	FY 2019	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
BRAC ANALYSIS								
CORE								
PROGRAM DISTRIBUTIONS	242,500	0.00	0	0.00	0	0.00	0	0.00
TOTAL - PD	242,500	0.00	0	0.00	0	0.00	0	0.00
GRAND TOTAL	\$242,500	0.00	\$0	0.00	\$0	0.00	\$0	0.00
GENERAL REVENUE	\$242,500	0.00	\$0	0.00	\$0	0.00		0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00
OTHER FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00

PROGRAM DESCRIPTION

Department: Economic Development

Program Name: BRAC Analysis

Program is found in the following core budget(s): BRAC Analysis

1a. What strategic priority does this program address?

Funding transferred to the Office of the Military Advocate Core.

1b. What does this program do?

The purpose of the BRAC appropriation is to implement strategies identified in the analysis of the impact of Missouri's military bases on the nation's military readiness and the state's economy in order to best position the state to retain its existing military operations and secure additional missions as they may become available. This was in response to a January 2012 announcement that Congress would seek future BRAC (Base Re-alignment and Closure) authorizations.

2. What is the authorization for this program, i.e., federal or state statute, etc.? (Include the federal program number, if applicable.)

N/A

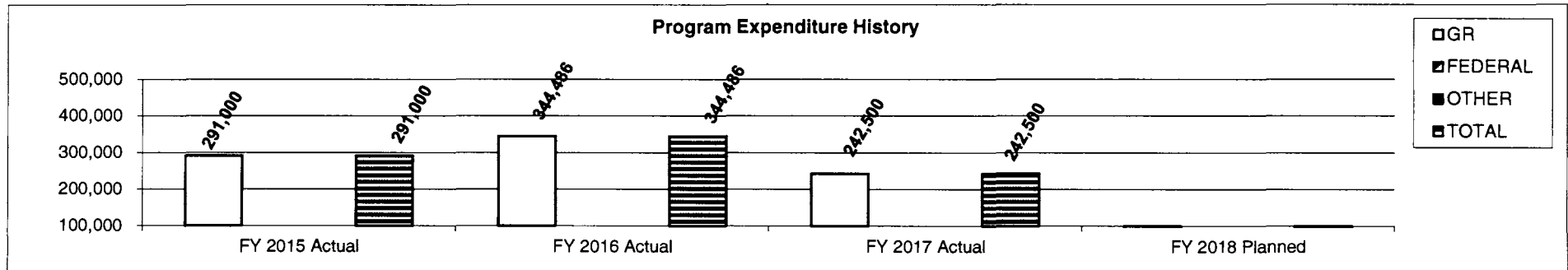
3. Are there federal matching requirements? If yes, please explain.

No.

4. Is this a federally mandated program? If yes, please explain.

No.

5. Provide actual expenditures for the prior three fiscal years and planned expenditures for the current fiscal year.



Note: BRAC funding transferred to Military Advocate Core with FY18 budget.

6. What are the sources of the "Other " funds?

PROGRAM DESCRIPTION

Department: Economic Development

Program Name: BRAC Analysis

Program is found in the following core budget(s): BRAC Analysis

7a. Provide an effectiveness measure.

Funding transferred to the Office of Military Advocate Core.

7b. Provide an efficiency measure.

Funding transferred to the Office of Military Advocate Core.

7c. Provide the number of clients/individuals served, if applicable.

Funding transferred to the Office of Military Advocate Core.

7d. Provide a customer satisfaction measure, if available.

Funding transferred to the Office of Military Advocate Core.

CORE DECISION ITEM

Department:	Economic Development	Budget Unit	42076C
Division:	Business and Community Services		
Core:	Office of the Military Advocate		

1. CORE FINANCIAL SUMMARY

	FY 2019 Budget Request			
	GR	Federal	Other	Total
PS	161,880	0	0	161,880
EE	50,000	0	0	50,000
PSD	390,120	0	0	390,120
TRF	0	0	0	0
Total	602,000	0	0	602,000
FTE	1.50	0.00	0.00	1.50

Est. Fringe	63,540	0	0	63,540
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Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds:

	FY 2019 Governor's Recommendation			
	GR	Federal	Other	Total
PS		0	0	0
EE		0	0	0
PSD		0	0	0
TRF	0	0	0	0
Total	0	0	0	0
FTE		0.00	0.00	0.00

Est. Fringe	0	0	0	0
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Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds:

2. CORE DESCRIPTION

The Office of the Military Advocate (including consultants working on behalf of the Military Advocate), and the Missouri Military Preparedness and Enhancement Commission, work in concert with governments and private sector stakeholders around the state and nation on strategies to achieve the following goals:

- preserve and enhance the military installations, missions and agencies located in Missouri;
- create a more supportive environment for military Service members and their families; and
- support the retention and growth of Missouri's defense and national security businesses.

A high priority of the program is to continue to work with Missouri's military bases and installations and defense agencies, and the Missouri communities in which they operate, to prepare for a Base Realignment and Closure (BRAC) process that is being debated in Congress. The work of the Military Advocate and its consultants, and the Military Preparedness and Enhancement Commission is guided by a biennial strategic plan.

3. PROGRAM LISTING (list programs included in this core funding)

Office of the Military Advocate.

CORE DECISION ITEM

Department: <u>Economic Development</u>	Budget Unit <u>42076C</u>
Division: <u>Business and Community Services</u>	
Core: <u>Office of the Military Advocate</u>	

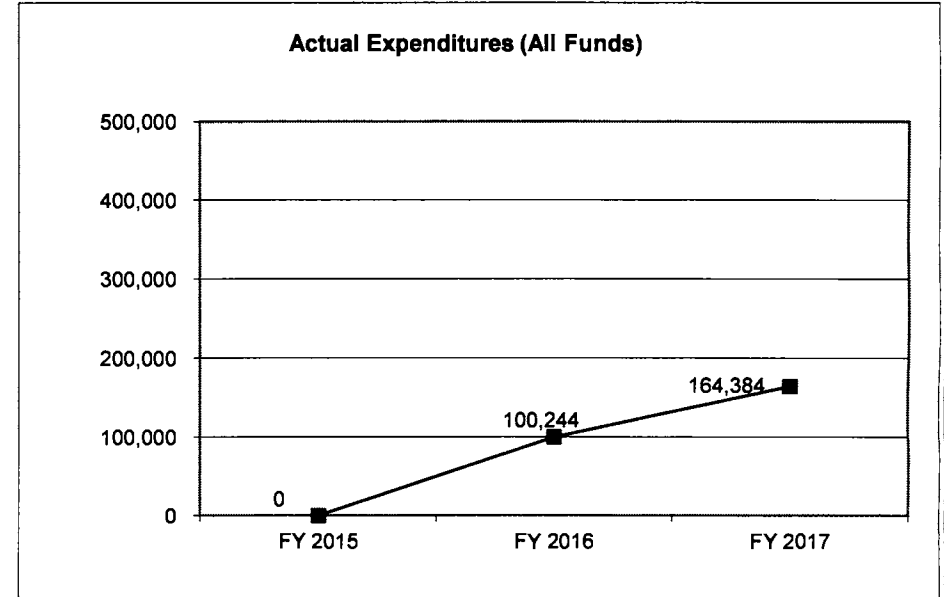
4. FINANCIAL HISTORY

	FY 2015 Actual	FY 2016 Actual	FY 2017 Actual	FY 2018 Current Yr.
Appropriation (All Funds)	0	200,000	352,000	602,000
Less Reverted (All Funds)	0	(6,000)	(10,560)	(16,989)
Less Restricted (All Funds)*	0	0		(35,690)
Budget Authority (All Funds)	0	194,000	341,440	549,321
Actual Expenditures (All Funds)	0	100,244	164,384	N/A
Unexpended (All Funds)	0	93,756	177,056	N/A
Unexpended, by Fund:				
General Revenue	0	93,756	177,056	N/A
Federal	0	0	0	N/A
Other	0	0	0	N/A

*Restricted amount is as of: 7/1/2017

Reverted includes Governor's standard 3 percent reserve (when applicable).
 Restricted includes any extraordinary expenditure restrictions (when applicable).

NOTES:



CORE RECONCILIATION DETAIL

DEPARTMENT OF ECONOMIC DEVELOPMENT MILITARY ADVOCATE

5. CORE RECONCILIATION DETAIL

	Budget Class	FTE	GR	Federal	Other	Total	Explanation
TAFP AFTER VETOES							
	PS	1.50	161,880	0	0	161,880	
	EE	0.00	50,000	0	0	50,000	
	PD	0.00	390,120	0	0	390,120	
	Total	1.50	602,000	0	0	602,000	
DEPARTMENT CORE REQUEST							
	PS	1.50	161,880	0	0	161,880	
	EE	0.00	50,000	0	0	50,000	
	PD	0.00	390,120	0	0	390,120	
	Total	1.50	602,000	0	0	602,000	
GOVERNOR'S RECOMMENDED CORE							
	PS	1.50	161,880	0	0	161,880	
	EE	0.00	50,000	0	0	50,000	
	PD	0.00	390,120	0	0	390,120	
	Total	1.50	602,000	0	0	602,000	

DEPARTMENT OF ECONOMIC DEVELOPMENT

DECISION ITEM SUMMARY

Budget Unit									
Decision Item	FY 2017	FY 2017	FY 2018	FY 2018	FY 2019	FY 2019	*****	*****	
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED	
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN	
MILITARY ADVOCATE									
CORE									
PERSONAL SERVICES									
GENERAL REVENUE	122,300	1.00	161,880	1.50	161,880	1.50	0	0.00	
TOTAL - PS	122,300	1.00	161,880	1.50	161,880	1.50	0	0.00	
EXPENSE & EQUIPMENT									
GENERAL REVENUE	34,718	0.00	50,000	0.00	50,000	0.00	0	0.00	
TOTAL - EE	34,718	0.00	50,000	0.00	50,000	0.00	0	0.00	
PROGRAM-SPECIFIC									
GENERAL REVENUE	7,366	0.00	390,120	0.00	390,120	0.00	0	0.00	
TOTAL - PD	7,366	0.00	390,120	0.00	390,120	0.00	0	0.00	
TOTAL	164,384	1.00	602,000	1.50	602,000	1.50	0	0.00	
GRAND TOTAL	\$164,384	1.00	\$602,000	1.50	\$602,000	1.50	\$0	0.00	

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FLEXIBILITY REQUEST FORM

BUDGET UNIT NUMBER: 42076C BUDGET UNIT NAME: Military Advocate HOUSE BILL SECTION: 07.020	DEPARTMENT: Economic Development DIVISION: Business and Community Services
1. Provide the amount by fund of personal service flexibility and the amount by fund of expense and equipment flexibility you are requesting in dollar and percentage terms and explain why the flexibility is needed. If flexibility is being requested among divisions, provide the amount by fund of flexibility you are requesting in dollar and percentage terms and explain why the flexibility is needed.	
DEPARTMENT REQUEST	
<p>The department is requesting 25% flexibility between the Personal Service and Expense and Equipment appropriations for the Military Advocate Section. This flexibility is needed to ensure our ability to immediately address any identified operation modifications in order to provide the highest quality service to Missourians. Areas of need include special or emergency projects, training, travel, purchase supplies and other equipment to make the position more efficient.</p> <p>General Revenue: Military Advocate PS (9400-0101) - \$161,880 * 25% = \$40,470 and Military Advocate EE (9401-0101) - \$440,120 * 25% = \$110,030</p>	
2. Estimate how much flexibility will be used for the budget year. How much flexibility was used in the Prior Year Budget and the Current Year Budget? Please specify the amount.	
PRIOR YEAR ACTUAL AMOUNT OF FLEXIBILITY USED	CURRENT YEAR ESTIMATED AMOUNT OF FLEXIBILITY THAT WILL BE USED
\$23,360	Expenditures in PS and EE will differ annually based on needs to cover operational expenses, address emergency and changing situations, etc.
3. Please explain how flexibility was used in the prior and/or current years.	
PRIOR YEAR EXPLAIN ACTUAL USE	CURRENT YEAR EXPLAIN PLANNED USE
In FY 2017, the Military Advocate flexed \$23,360 from EE to PS in order to meet payroll.	In FY 2018, the Military Advocate was appropriated 25% flexibility between PS and EE appropriations. This flexibility will allow the department to respond to changing situations to continue to provide the best possible quality service to our customers.

DEPARTMENT OF ECONOMIC DEVELOPMENT

DECISION ITEM DETAIL

Budget Unit	FY 2017	FY 2017	FY 2018	FY 2018	FY 2019	FY 2019	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
MILITARY ADVOCATE								
CORE								
DESIGNATED PRINCIPAL ASST DIV	0	0.00	126,190	1.00	126,190	1.00	0	0.00
SPECIAL ASST PROFESSIONAL	122,300	1.00	0	0.00	0	0.00	0	0.00
OTHER	0	0.00	35,690	0.50	35,690	0.50	0	0.00
TOTAL - PS	122,300	1.00	161,880	1.50	161,880	1.50	0	0.00
TRAVEL, IN-STATE	5,412	0.00	4,268	0.00	4,268	0.00	0	0.00
TRAVEL, OUT-OF-STATE	9,431	0.00	8,536	0.00	8,536	0.00	0	0.00
SUPPLIES	6,518	0.00	33,151	0.00	33,151	0.00	0	0.00
PROFESSIONAL DEVELOPMENT	5,236	0.00	41	0.00	41	0.00	0	0.00
COMMUNICATION SERV & SUPP	1,898	0.00	3,679	0.00	3,679	0.00	0	0.00
PROFESSIONAL SERVICES	710	0.00	20	0.00	20	0.00	0	0.00
OTHER EQUIPMENT	5,513	0.00	224	0.00	224	0.00	0	0.00
MISCELLANEOUS EXPENSES	0	0.00	81	0.00	81	0.00	0	0.00
TOTAL - EE	34,718	0.00	50,000	0.00	50,000	0.00	0	0.00
PROGRAM DISTRIBUTIONS	7,366	0.00	390,120	0.00	390,120	0.00	0	0.00
TOTAL - PD	7,366	0.00	390,120	0.00	390,120	0.00	0	0.00
GRAND TOTAL	\$164,384	1.00	\$602,000	1.50	\$602,000	1.50	\$0	0.00
GENERAL REVENUE	\$164,384	1.00	\$602,000	1.50	\$602,000	1.50		0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00
OTHER FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00

PROGRAM DESCRIPTION

Department: Economic Development

Program Name: Office of the Military Advocate

Program is found in the following core budget(s): Office of the Military Advocate

1a. What strategic priority does this program address?

Facilitate Quality Jobs and Investment

1b. What does this program do?

The Office of the Military Advocate (including consultants working on behalf of the Military Advocate), and the Missouri Military Preparedness and Enhancement Commission, work in concert with governments and private sector stakeholders around the state and nation on strategies to achieve the following goals:

- preserve and enhance the military installations, missions and agencies located in Missouri;
- create a more supportive environment for military Service members and their families; and
- support the retention and growth of Missouri's defense and national security businesses.

A high priority of the program is to continue to work with Missouri's military bases and installations and defense agencies, and the Missouri communities in which they operate, to prepare for a Base Realignment and Closure (BRAC) process that is being debated in Congress. The work of the Military Advocate and its consultants, and the Military Preparedness and Enhancement Commission is guided by a biennial strategic plan.

2. What is the authorization for this program, i.e., federal or state statute, etc.? (Include the federal program number, if applicable.)

Section 41.1012 RSMo (Office of Military Advocate) and Section 41.1010 RSMo (Missouri Military Preparedness and Enhancement Commission)

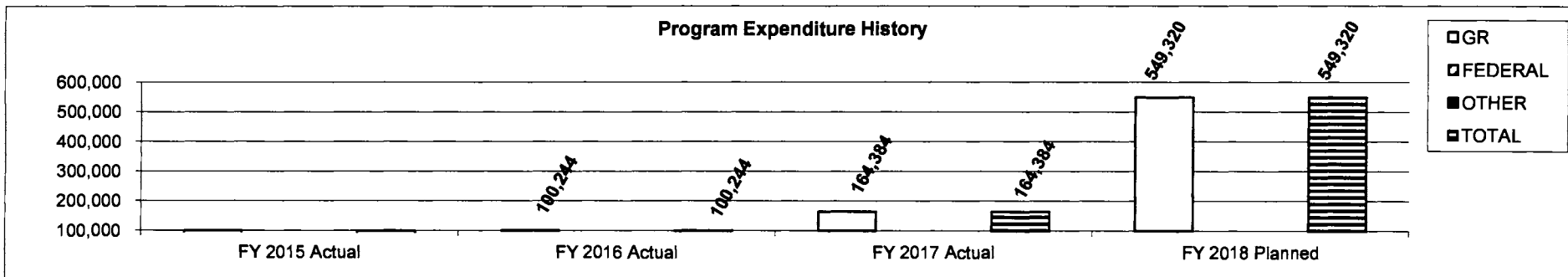
3. Are there federal matching requirements? If yes, please explain.

No.

4. Is this a federally mandated program? If yes, please explain.

No.

5. Provide actual expenditures for the prior three fiscal years and planned expenditures for the current fiscal year.



Note 1: Planned Expenditures for GR reflect 3% Governor's Reserve.

Note 2: Funding for the Office of Military Advocate and "BRAC Study" funding were combined into a Military Advocate Core with FY 18 budget.

6. What are the sources of the "Other" funds?

N/A

PROGRAM DESCRIPTION

Department: Economic Development

Program Name: Office of the Military Advocate

Program is found in the following core budget(s): Office of the Military Advocate

7a. Provide an effectiveness measure.

1. Increase the number of new and retained jobs attributed to defense spending for targeted military installations, missions and agencies in Missouri;
Base target: Utilize the CY 2016 report, "An Assessment of the Economic Impact of Military Spending in Missouri", to establish the baseline for jobs attributed to the presence of defense and national security installations, missions and agencies in Missouri. A 2017 update to the "Assessment" will be produced at the end of December 2017 and annually thereafter. The target for FY 2019 is the retention of all jobs present in Missouri as estimated in the CY 2016 report.
Stretch target: Utilizing the CY 2016 baseline report, any net increase in the number of new jobs attributed to the presence of defense and national security installations, missions and agencies in Missouri.
2. Increase the number of Service members with a Missouri home of record who choose to live in Missouri after separation from the military;
Base target: A net increase in the annual number of Service members who choose to live in Missouri, based on a yet to be performed 2017 estimate of the number of Service members who list Missouri as their home of record.
3. Increase the number of defense and national security companies doing business in Missouri.
Base target: Based on a completed 2017 St. Louis Economic Development Partnership "Defense Supply Chain Map and Database", increase the absolute number of defense and national security companies present in Missouri.

7b. Provide an efficiency measure.

1. Cost to the state for each job retained that is attributed to the presence of defense spending for military installations, missions and agencies in Missouri;
2. Cost to the state for each net new transitioning Service member with a Missouri home of record who chooses to live in Missouri after separation from the military;
3. Cost to the state for each net new defense or national security company doing business in Missouri.

7c. Provide the number of clients/individuals served, if applicable.

1. Number of community-installation and community-defense agency support organizations to which services are provided;
2. Number of economic development, higher education and related organizations to which services are provided that increase the value of defense contracts and defense-related R&D awarded; and
3. Number of military member and family support services organizations assisted.

7d. Provide a customer satisfaction measure, if available.

1. Annual evaluation by members of the Missouri Military Preparedness and Enhancement Commission regarding their view of the job performance of the Military Advocate, based on the Commission's strategic plan.
2. Annual survey of the major stakeholders of the Office of Military Advocate to establish a measure of customer satisfaction. Stakeholders will include community installation and agency-support organizations, economic development organizations, and organizations that provide support and assistance to Service members and families.

CORE DECISION ITEM

Department: Economic Development					Budget Unit <u>42078C</u>				
Division: Business and Community Services									
Core: Small Business Development Centers Transfer									
1. CORE FINANCIAL SUMMARY									
FY 2019 Budget Request					FY 2019 Governor's Recommendation				
	GR	Federal	Other	Total		GR	Federal	Other	Total
PS	0	0	0	0	PS	0	0	0	0
EE	0	0	0	0	EE	0	0	0	0
PSD	0	0	0	0	PSD	0	0	0	0
TRF	0	0	0	0	TRF	0	0	0	0
Total	0	0	0	0	Total	0	0	0	0
FTE					FTE				
	0.00	0.00	0.00	0.00		0.00	0.00	0.00	0.00
Est. Fringe	0	0	0	0	Est. Fringe	0	0	0	0
<i>Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.</i>					<i>Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.</i>				
Other Funds:					Other Funds:				
2. CORE DESCRIPTION									
<p>Small Business Development Centers Transfer Fiscal Year 2017 - This core decision item will spend the remaining cash balance in the Missouri Small Business Development Center Fund. The moneys in the Missouri Small Business Development Centers Fund provided funding to the Missouri Federal and State Technology Partnership Program (MOFAST). MTC plans to spend the remaining funds on initiatives to support high tech entrepreneurship.</p> <p>Lewis and Clark Discovery Fund Transfer Fiscal Year 2016 - This core decision item will spend the remaining cash balance in the Lewis and Clark Discovery Fund. The moneys in the Lewis and Clark Discovery Fund provided funds to Missouri's colleges and universities for facility and infrastructure improvements in order to enhance the Missouri higher education system's position as a national leader in scientific research and education.</p>									
3. PROGRAM LISTING (list programs included in this core funding)									
N/A									

CORE DECISION ITEM

Department: Economic Development
Division: Business and Community Services
Core: Small Business Development Centers Transfer

Budget Unit 42078C

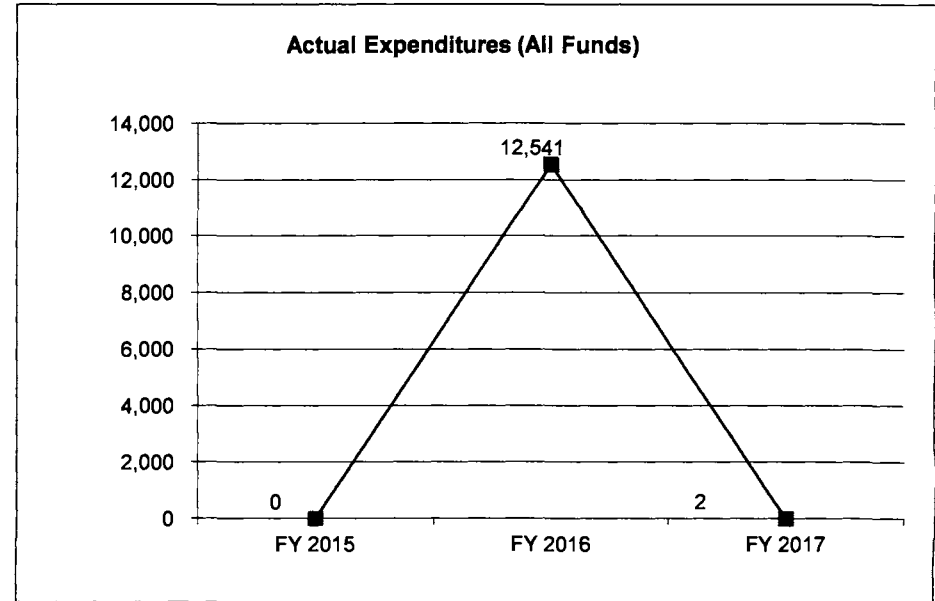
4. FINANCIAL HISTORY

	FY 2015 Actual	FY 2016 Actual	FY 2017 Actual	FY 2018 Current Yr.
Appropriation (All Funds)	0	15,000	100	0
Less Reverted (All Funds)	0	0	0	0
Less Restricted (All Funds)*	0	0	0	0
Budget Authority (All Funds)	0	15,000	100	0
Actual Expenditures (All Funds)	0	12,541	2	0
Unexpended (All Funds)	0	2,459	98	0
Unexpended, by Fund:				
General Revenue	0	0	0	0
Federal	0	0	0	0
Other	0	2,459	98	0
		(1)	(2)	

*Restricted amount is as of: _____

Reverted includes Governor's standard 3 percent reserve (when applicable).
 Restricted includes any extraordinary expenditure restriction (when applicable).

NOTES: (1) Remaining balance in the Lewis and Clark Discovery Fund expended in FY16
 (2) Remaining balance in the Missouri Small Business Development Centers Fund expended in FY17



DEPARTMENT OF ECONOMIC DEVELOPMENT

DECISION ITEM SUMMARY

Budget Unit									
Decision Item		FY 2017	FY 2017	FY 2018	FY 2018	FY 2019	FY 2019	*****	*****
Budget Object Summary		ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Fund		DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
SMALL BUS DEV CENTERS TRANSFER									
CORE									
FUND TRANSFERS									
MO SMALL BUS DEVELOPMENT CTRS		2	0.00	0	0.00	0	0.00	0	0.00
TOTAL - TRF		2	0.00	0	0.00	0	0.00	0	0.00
TOTAL		2	0.00	0	0.00	0	0.00	0	0.00
GRAND TOTAL		\$2	0.00	\$0	0.00	\$0	0.00	\$0	0.00

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DEPARTMENT OF ECONOMIC DEVELOPMENT

DECISION ITEM DETAIL

Budget Unit	FY 2017	FY 2017	FY 2018	FY 2018	FY 2019	FY 2019	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
SMALL BUS DEV CENTERS TRANSFER								
CORE								
TRANSFERS OUT	2	0.00	0	0.00	0	0.00	0	0.00
TOTAL - TRF	2	0.00	0	0.00	0	0.00	0	0.00
GRAND TOTAL	\$2	0.00	\$0	0.00	\$0	0.00	\$0	0.00
GENERAL REVENUE	\$0	0.00	\$0	0.00	\$0	0.00		0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00
OTHER FUNDS	\$2	0.00	\$0	0.00	\$0	0.00		0.00

PROGRAM DESCRIPTION

Department: Economic Development

Program Name: Small Business Development Centers Transfer

Program is found in the following core budget(s): Business and Community Services

1a. What strategic priority does this program address?

Facilitate Quality Jobs and Investment

1b. What does this program do?

FY17: Small Business Development Centers Transfer - This core decision item will spend the remaining cash balance in the Missouri Small Business Development Center Fund. The moneys in the Missouri Small Business Development Centers Fund provided funding to the Missouri Federal and State Technology Partnership Program (MOFAST). MTC plans to spend the remaining funds on initiatives to support high tech entrepreneurship.

FY16: Lewis and Clark Discovery Fund Transfer - This core decision item will spend the remaining cash balance in the Lewis and Clark Discovery Fund. The moneys in the Lewis and Clark Discovery Fund provided funds to Missouri's colleges and universities for facility and infrastructure improvements in order to enhance the Missouri higher education system's position as a national leader in scientific research and education. MTC plans to spend the remaining funds on initiatives to support high tech entrepreneurship.

2. What is the authorization for this program, i.e., federal or state statute, etc.? (Include the federal program number, if applicable.)

Section 620.1001, RSMo for Small Business Development Fund and Section 173.392, RSMo for the Lewis and Clark Discovery Fund.

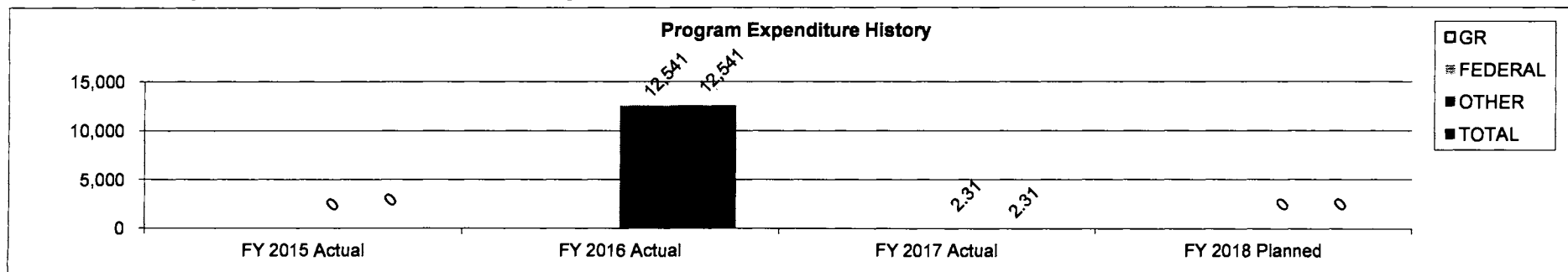
3. Are there federal matching requirements? If yes, please explain.

No.

4. Is this a federally mandated program? If yes, please explain.

No.

5. Provide actual expenditures for the prior three fiscal years and planned expenditures for the current fiscal year.



6. What are the sources of the "Other " funds?

FY17: Transfer fund balance from Small Business Development Centers Fund (0294) to Missouri Technology Investment Fund (0172).

FY16: Transfer fund balance from Lewis and Clark Discovery Fund (0790) to Missouri Technology Investment Fund (0172).

PROGRAM DESCRIPTION

Department: Economic Development

Program Name: Small Business Development Centers Transfer

Program is found in the following core budget(s): Business and Community Services

7a. Provide an effectiveness measure.

This is a Transfer. Refer to Missouri Technology Corporation Core.

7b. Provide an efficiency measure.

This is a Transfer. Refer to Missouri Technology Corporation Core.

7c. Provide the number of clients/individuals served, if applicable.

This is a Transfer. Refer to Missouri Technology Corporation Core.

7d. Provide a customer satisfaction measure, if available.

This is a Transfer. Refer to Missouri Technology Corporation Core.

CORE DECISION ITEM

Department: Economic Development					Budget Unit <u>41962C</u>				
Division: Business and Community Services									
Core: Missouri Technology Corporation (MTC)									
1. CORE FINANCIAL SUMMARY									
FY 2019 Budget Request					FY 2019 Governor's Recommendation				
	GR	Federal	Other	Total		GR	Fed	Other	Total
PS	0	0	0	0	PS	0	0	0	0
EE	0	0	0	0	EE	0	0	0	0
PSD	0	0	3,500,000	3,500,000	PSD	0	0		0
TRF	0	0	0	0	TRF	0	0	0	0
Total	0	0	3,500,000	3,500,000	Total	0	0	0	0
FTE	0.00	0.00	0.00	0.00	FTE	0.00	0.00	0.00	0.00
Est. Fringe	0	0	0	0	Est. Fringe	0	0	0	0
<i>Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.</i>					<i>Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.</i>				
Other Funds: Missouri Technology Investment Fund (0172)					Other Funds: Missouri Technology Investment Fund (0172)				
Notes: Requires a GR transfer to MTIF (0172)					Notes: Requires a GR transfer to MTIF (0172)				
2. CORE DESCRIPTION									
<p>This core decision item establishes the spending authority for the Missouri Technology Corporation, Innovation Centers, and Missouri Manufacturing Extension Partnership (MEP) programs.</p> <p>The Missouri Technology Corporation (MTC) is a public-private partnership created by the Missouri General Assembly to promote entrepreneurship and foster the growth of new and emerging high-tech companies. MTC focuses on 21st Century bioscience industries that build on Missouri's rich history in agriculture. It is governed by a 15-member board of directors appointed by Missouri's Governor, Speaker of the House, and President Pro Tem of the Senate. The President of the University of Missouri System and the Director of the Department of Economic Development are <i>ex officio</i> members of the board.</p>									
3. PROGRAM LISTING (list programs included in this core funding)									
Missouri Technology Corporation (MTC), Innovation Centers and Missouri Manufacturing Extension Partnership (MEP).									

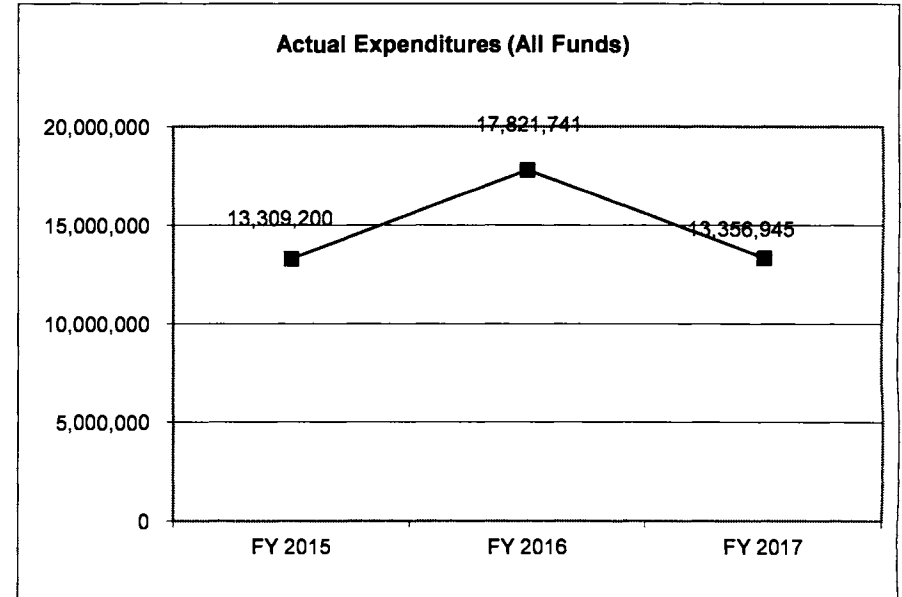
CORE DECISION ITEM

Department: Economic Development
Division: Business and Community Services
Core: Missouri Technology Corporation (MTC)

Budget Unit 41962C

4. FINANCIAL HISTORY

	FY 2015 Actual	FY 2016 Actual	FY 2017 Actual	FY 2018 Current Yr.
Appropriation (All Funds)	13,860,000	18,360,000	22,910,000	3,500,000
Less Reverted (All Funds)	0	0	0	0
Less Restricted (All Funds)*	0	0	(4,550,000)	0
Budget Authority (All Funds)	13,860,000	18,360,000	18,360,000	3,500,000
Actual Expenditures (All Funds)	13,309,200	17,821,741	13,356,945	N/A
Unexpended (All Funds)	550,800	538,259	5,003,055	N/A
Unexpended, by Fund:				
General Revenue	0	0	0	N/A
Federal	0	0	0	N/A
Other	550,800	538,259	5,003,055	N/A
	(1)	(2)	(3)	



*Restricted amount is as of: _____

Reverted includes Governor's standard 3 percent reserve (when applicable).
 Restricted includes any extraordinary expenditure restriction (when applicable).

NOTES:

- (1) Unexpended amount includes Governor's standard 3% reserve on GR funds from combined MTC Core and Early Stage Business Grants.
- (2) Unexpended amount includes Governor's standard 3% reserve on GR funds from MTC Core, Soybean Research, and Beef Cattle Research less transfer from Lewis and Clark Discovery Fund remaining balance \$12,541.
- (3) Unexpended amount includes Governor's standard 3% GR reserve and restrictions for MTC Core (\$50,000), MU Research Reactor (\$2M) and R&D facility for Bio Char (\$2.5M).

CORE RECONCILIATION DETAIL

**DEPARTMENT OF ECONOMIC DEVELOPMENT
MO TECH CORP-RAM**

5. CORE RECONCILIATION DETAIL

	Budget Class	FTE	GR	Federal	Other	Total	Explanation
TAFP AFTER VETOES							
	PD	0.00	0	0	3,500,000	3,500,000	
	Total	0.00	0	0	3,500,000	3,500,000	
DEPARTMENT CORE REQUEST							
	PD	0.00	0	0	3,500,000	3,500,000	
	Total	0.00	0	0	3,500,000	3,500,000	
GOVERNOR'S RECOMMENDED CORE							
	PD	0.00	0	0	3,500,000	3,500,000	
	Total	0.00	0	0	3,500,000	3,500,000	

DEPARTMENT OF ECONOMIC DEVELOPMENT

DECISION ITEM SUMMARY

Budget Unit									
Decision Item	FY 2017	FY 2017	FY 2018	FY 2018	FY 2019	FY 2019	*****	*****	
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED	
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN	
MO TECH CORP-RAM									
CORE									
PROGRAM-SPECIFIC									
MISSOURI TECHNOLOGY INVESTMENT	13,356,945	0.00	3,500,000	0.00	3,500,000	0.00	0	0.00	
TOTAL - PD	13,356,945	0.00	3,500,000	0.00	3,500,000	0.00	0	0.00	
TOTAL	13,356,945	0.00	3,500,000	0.00	3,500,000	0.00	0	0.00	
GRAND TOTAL	\$13,356,945	0.00	\$3,500,000	0.00	\$3,500,000	0.00	\$0	0.00	

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DEPARTMENT OF ECONOMIC DEVELOPMENT

DECISION ITEM DETAIL

Budget Unit	FY 2017	FY 2017	FY 2018	FY 2018	FY 2019	FY 2019	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
MO TECH CORP-RAM								
CORE								
PROGRAM DISTRIBUTIONS	13,356,945	0.00	3,500,000	0.00	3,500,000	0.00	0	0.00
TOTAL - PD	13,356,945	0.00	3,500,000	0.00	3,500,000	0.00	0	0.00
GRAND TOTAL	\$13,356,945	0.00	\$3,500,000	0.00	\$3,500,000	0.00	\$0	0.00
GENERAL REVENUE	\$0	0.00	\$0	0.00	\$0	0.00		0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00
OTHER FUNDS	\$13,356,945	0.00	\$3,500,000	0.00	\$3,500,000	0.00		0.00

PROGRAM DESCRIPTION

Department: Economic Development

Program Name: Missouri Technology Corporation (MTC)

Program is found in the following core budget(s):

1a. What strategic priority does this program address?

Facilitate Quality Jobs and Investment

1b. What does this program do?

Innovation drives economic growth. Economists have calculated that approximately 50% of U.S. annual GDP growth is attributed to increases in innovation. The states and regions that lead the transformation to the knowledge- and technology-based economy will have an enormous advantage.

MTC operates programs that provide co-investment capital to early-stage entrepreneurial ventures and financial support to organizations that support entrepreneurs and the generation of new ideas and technologies. These organizations include innovation centers, non-profit organizations and research and higher education institutions. MTC also provides the state match for the Missouri Manufacturing Extension Partnership (MEP) program which assists small and medium-sized manufacturers to adopt new technologies and innovative practices to increase their competitiveness in the global marketplace.

2. What is the authorization for this program, i.e., federal or state statute, etc.? (Include the federal program number, if applicable)

MTC authorization in Section 348.251-348.275, RSMo; Innovation Center authorization in Section 348.271, RSMo; and MEP authorization is in 15 USC 278K Title 15 Commerce and Foreign Trade, Chapter 11 National Institute of Standards and Technology, Part 290.

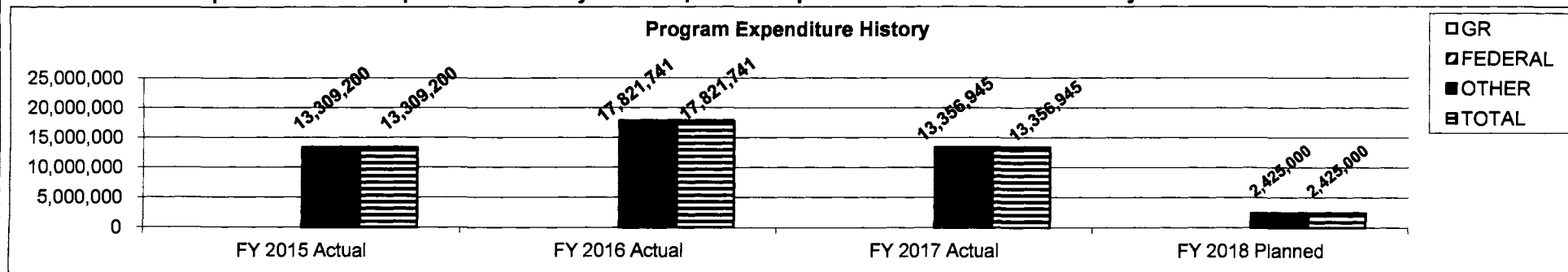
3. Are there federal matching requirements? If yes, please explain.

Yes, the MEP program requires a federal match, which is provided by the U.S. Department of Commerce. The program is designed to form a federal/state/private partnership that results in leveraging public funding sources on a two to one basis.

4. Is this a federally mandated program? If yes, please explain.

No

5. Provide actual expenditures for the prior three fiscal years and planned expenditures for the current fiscal year.



Note: Planned Expenditures for GR includes 3% Governor's Reserve from GR transfer.

6. What are the sources of the "Other" funds?

Missouri Technology Investment Fund (0172), requires a General Revenue transfer.

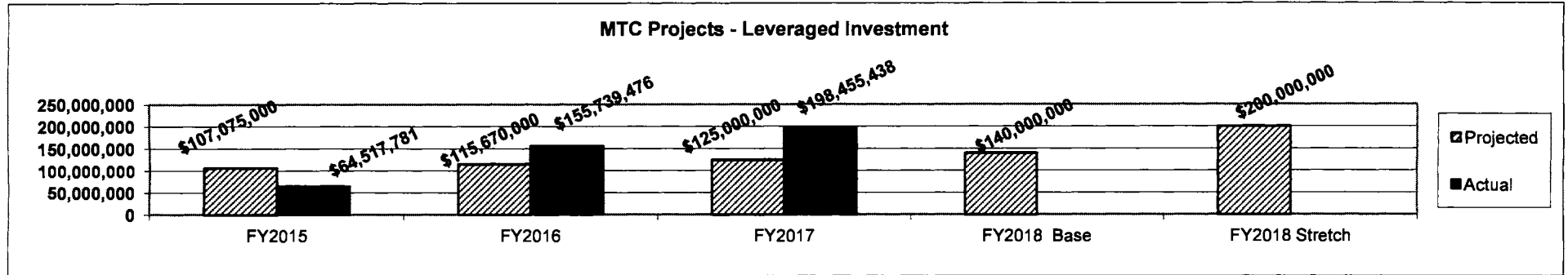
PROGRAM DESCRIPTION

Department: Economic Development

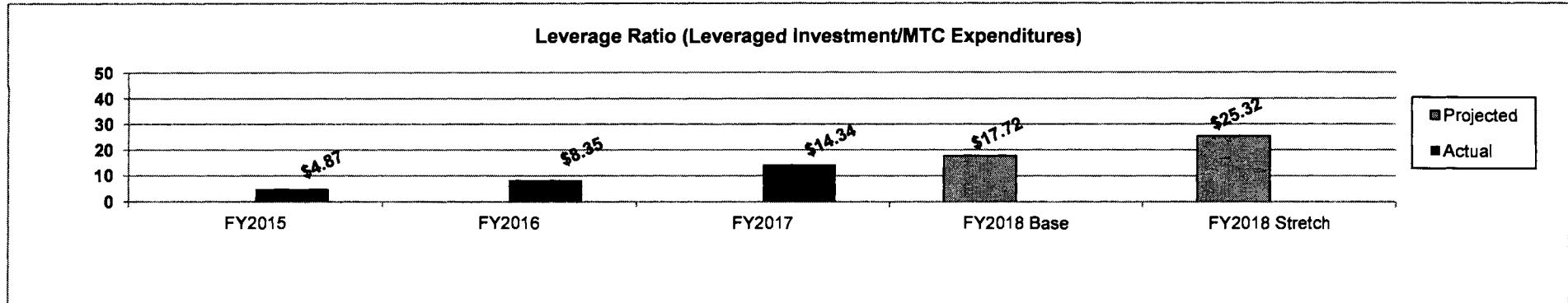
Program Name: Missouri Technology Corporation (MTC)

Program is found in the following core budget(s):

7a. Provide an effectiveness measure.



7b. Provide an efficiency measure.



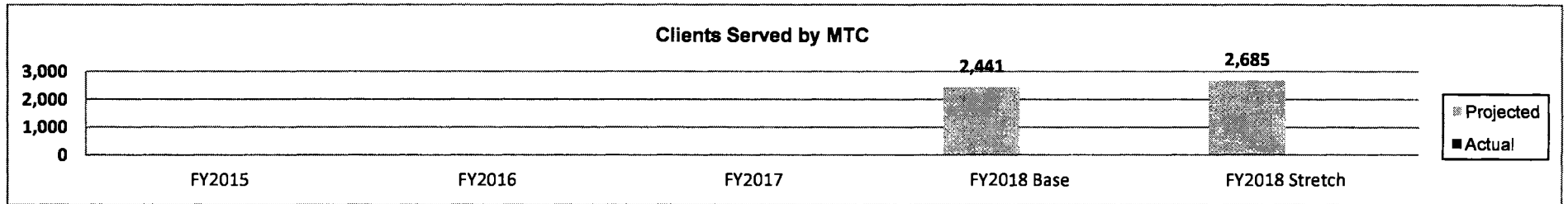
PROGRAM DESCRIPTION

Department: Economic Development

Program Name: Missouri Technology Corporation (MTC)

Program is found in the following core budget(s):

7c. Provide the number of clients/individuals served, if applicable.



Note: The number of clients served includes businesses and entrepreneurs served by innovation centers, MEP and entrepreneurial support organizations that receive financial support through MTC programs.

7d. Provide a customer satisfaction measure, if available.

A customer satisfaction measure is under development and is a work in progress.

CORE DECISION ITEM

Department: Economic Development
Division: Business and Community Services
Core: MO Technology Investment Fund Transfer

Budget Unit 42080C

1. CORE FINANCIAL SUMMARY

	FY 2019 Budget Request			
	GR	Federal	Other	Total
PS	0	0	0	0
EE	0	0	0	0
PSD	0	0	0	0
TRF	2,500,000	0	0	2,500,000
Total	2,500,000	0	0	2,500,000
FTE	0.00	0.00	0.00	0.00

Est. Fringe	0	0	0	0
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Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds:
Notes:

	FY 2019 Governor's Recommendation			
	GR	Fed	Other	Total
PS	0	0	0	0
EE	0	0	0	0
PSD	0	0	0	0
TRF	0	0	0	0
Total	0	0	0	0
FTE	0.00	0.00	0.00	0.00

Est. Fringe	0	0	0	0
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Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds:

2. CORE DESCRIPTION

This core decision item is the required General Revenue transfer that provides funding to support the Missouri Technology Corporation (MTC) and the state's technology programs including: Missouri Manufacturing Extension Partnership (MEP) and the Innovation Centers.

3. PROGRAM LISTING (list programs included in this core funding)

MO Technology Investment Fund Transfer

CORE DECISION ITEM

Department: Economic Development
Division: Business and Community Services
Core: MO Technology Investment Fund Transfer

Budget Unit 42080C

4. FINANCIAL HISTORY

	FY 2015 Actual	FY 2016 Actual	FY 2017 Actual	FY 2018 Current Yr.
Appropriation (All Funds)	18,360,000	18,360,000	22,910,000	2,500,000
Less Reverted (All Funds)	(550,800)	(550,800)	(550,800)	(75,000)
Less Restricted (All Funds)*	0	0	(9,002,300)	0
Budget Authority (All Funds)	17,809,200	17,809,200	13,356,900	2,425,000
Actual Expenditures (All Funds)	17,809,200	17,809,200	13,356,900	N/A
Unexpended (All Funds)	0	0	0	N/A
Unexpended, by Fund:				
General Revenue	0	0	0	N/A
Federal	0	0	0	N/A
Other	0	0	0	N/A

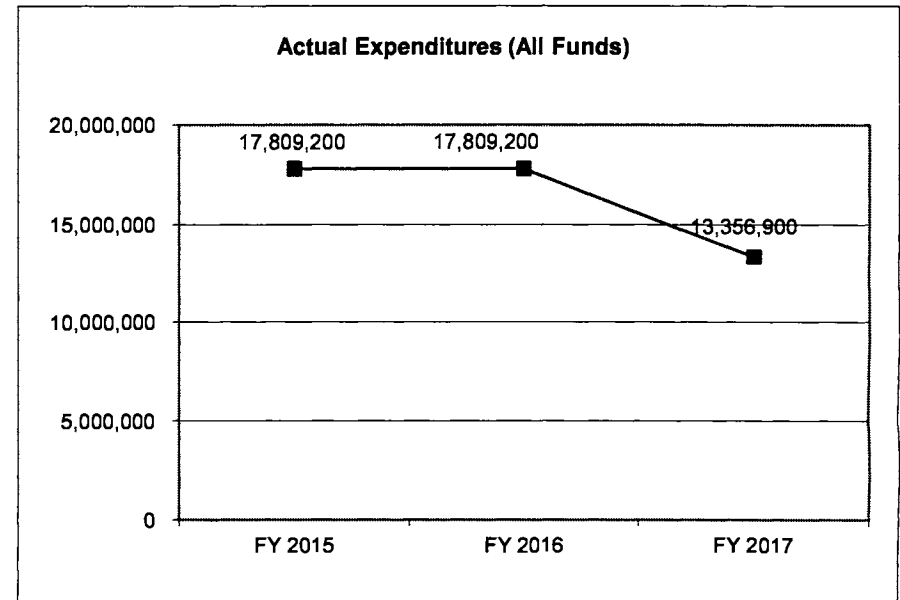
(1)

*Restricted amount is as of: _____

Reverted includes Governor's standard 3 percent reserve (when applicable).
 Restricted includes any extraordinary expenditure restriction (when applicable).

NOTES:

(1) Funding restricted for new projects including MU Research Reactor (\$2M), R&D Facility for Biochar (\$2.5M) and MTC Core (\$50,000).



CORE RECONCILIATION DETAIL

**DEPARTMENT OF ECONOMIC DEVELOPMENT
MO TECH INVESTMENT TRANSFER**

5. CORE RECONCILIATION DETAIL

	Budget Class	FTE	GR	Federal	Other	Total	Explanation
TAFP AFTER VETOES							
	TRF	0.00	2,500,000	0	0	2,500,000	
	Total	0.00	2,500,000	0	0	2,500,000	
DEPARTMENT CORE REQUEST							
	TRF	0.00	2,500,000	0	0	2,500,000	
	Total	0.00	2,500,000	0	0	2,500,000	
GOVERNOR'S RECOMMENDED CORE							
	TRF	0.00	2,500,000	0	0	2,500,000	
	Total	0.00	2,500,000	0	0	2,500,000	

DEPARTMENT OF ECONOMIC DEVELOPMENT

DECISION ITEM SUMMARY

Budget Unit								
Decision Item	FY 2017	FY 2017	FY 2018	FY 2018	FY 2019	FY 2019	*****	*****
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
MO TECH INVESTMENT TRANSFER								
CORE								
FUND TRANSFERS								
GENERAL REVENUE	13,356,900	0.00	2,500,000	0.00	2,500,000	0.00	0	0.00
TOTAL - TRF	13,356,900	0.00	2,500,000	0.00	2,500,000	0.00	0	0.00
TOTAL	13,356,900	0.00	2,500,000	0.00	2,500,000	0.00	0	0.00
GRAND TOTAL	\$13,356,900	0.00	\$2,500,000	0.00	\$2,500,000	0.00	\$0	0.00

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DEPARTMENT OF ECONOMIC DEVELOPMENT

DECISION ITEM DETAIL

Budget Unit	FY 2017	FY 2017	FY 2018	FY 2018	FY 2019	FY 2019	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
MO TECH INVESTMENT TRANSFER								
CORE								
TRANSFERS OUT	13,356,900	0.00	2,500,000	0.00	2,500,000	0.00	0	0.00
TOTAL - TRF	13,356,900	0.00	2,500,000	0.00	2,500,000	0.00	0	0.00
GRAND TOTAL	\$13,356,900	0.00	\$2,500,000	0.00	\$2,500,000	0.00	\$0	0.00
GENERAL REVENUE	\$13,356,900	0.00	\$2,500,000	0.00	\$2,500,000	0.00		0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00
OTHER FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00

PROGRAM DESCRIPTION

Department: Economic Development

Program Name: MO Technology Investment Fund Transfer

Program is found in the following core budget(s): Missouri Technology Investment Fund Transfer

1a. What strategic priority does this program address?

Facilitate Quality Jobs and Investment

1b. What does this program do?

Funds transferred to the Missouri Technology Investment Fund are used to support the Missouri Technology Corporation, Missouri Manufacturing Extension Partnership (MEP) and Innovation Centers.

2. What is the authorization for this program, i.e., federal or state statute, etc.? (Include the federal program number, if applicable.)

Sections 348.251 - 348.272, RSMo.

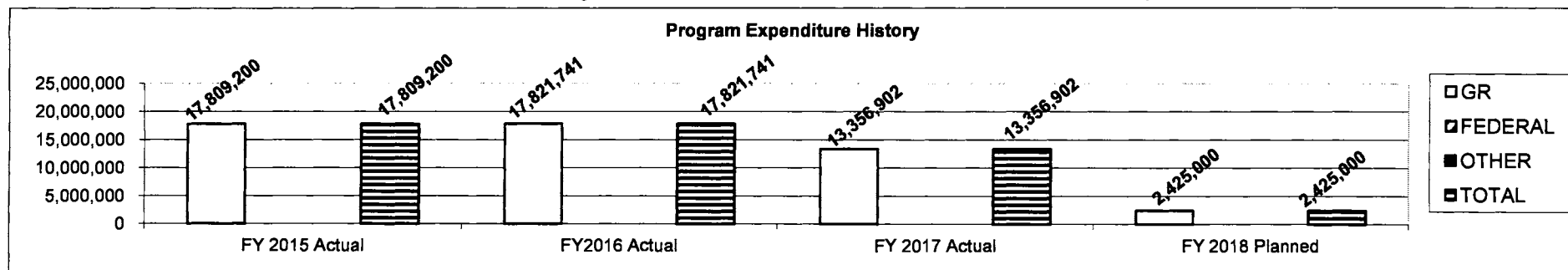
3. Are there federal matching requirements? If yes, please explain.

Yes, for the Missouri Manufactured Extension Partnership program.

4. Is this a federally mandated program? If yes, please explain.

No

5. Provide actual expenditures for the prior three fiscal years and planned expenditures for the current fiscal year.



Note: Planned Expenditures for GR reflect 3% Governor's Reserve.

6. What are the sources of the "Other " funds?

Transfer from General Revenue to Missouri Technology Investment Fund (0172). FY17 included transfer from Small Business Development Center Fund (0294) and FY16 included transfer from Lewis and Clark Discovery Fund (0790) to transfer remaining fund balances.

PROGRAM DESCRIPTION

Department: Economic Development

Program Name: MO Technology Investment Fund Transfer

Program is found in the following core budget(s): Missouri Technology Investment Fund Transfer

7a. Provide an effectiveness measure.

This is a GR transfer. Please refer to the Program Descriptions for Missouri Technology Corporation program Core.

7b. Provide an efficiency measure.

This is a GR transfer. Please refer to the Program Descriptions for Missouri Technology Corporation program Core.

7c. Provide the number of clients/individuals served, if applicable.

This is a GR transfer. Please refer to the Program Descriptions for Missouri Technology Corporation program Core.

7d. Provide a customer satisfaction measure, if available.

This is a GR transfer. Please refer to the Program Descriptions for Missouri Technology Corporation program Core.

CORE DECISION ITEM

Department: Economic Development	Budget Unit 42165C
Division: Business and Community Services	
Core: Community Development Block Grant (CDBG)	

1. CORE FINANCIAL SUMMARY

	FY 2019 Budget Request			
	GR	Federal	Other	Total
PS	169,992	806,966	0	976,958
EE	176,341	1,066,451	0	1,242,792
PSD	0	39,183,800	0	39,183,800
TRF	0	0	0	0
Total	346,333	41,057,217	0	41,403,550

FTE	5.65	10.59	0.00	16.24
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Est. Fringe	108,728	348,831	0	457,558
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Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds:
Notes:

	FY 2019 Governor's Recommendation			
	GR	Fed	Other	Total
PS			0	0
EE			0	0
PSD	0		0	0
TRF	0	0	0	0
Total	0	0	0	0

FTE			0.00	0.00
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Est. Fringe	0	0	0	0
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Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds:
Notes:

2. CORE DESCRIPTION

The Community Development Block Grant (CDBG) program provides grants to non-entitlement cities and counties for community development activities that: (1) benefit at least 51% low and moderate income persons; (2) eliminate slum and blight; or (3) meet urgent threats to health and safety. Typical projects include infrastructure expansion and improvements (water, sewer, bridge, street, drainage); downtown revitalization; housing rehabilitation; Americans with Disabilities Act accessibility improvements; and community facility projects (senior centers, day care, Sheltered Workshop, community centers).

Of the federal program distribution amount, \$5 million is appropriated for authorization of funding in the current Fiscal Year and the remainder is appropriated for previous Fiscal Year authorizations.

3. PROGRAM LISTING (list programs included in this core funding)

Community Development Block Grant Program

CORE DECISION ITEM

Department: Economic Development
Division: Business and Community Services
Core: Community Development Block Grant (CDBG)

Budget Unit 42165C

4. FINANCIAL HISTORY

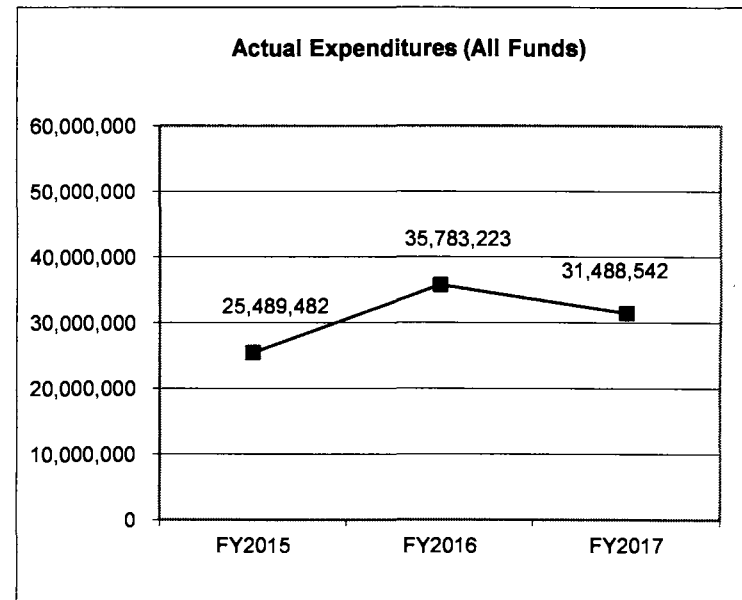
	FY2015 Actual	FY2016 Actual	FY2017 Actual	FY2018 Current Yr.
Appropriation (All Funds)	70,000,000	71,018,242	63,036,002	41,403,550
Less Reverted (All Funds)	0	(7,555)	(7,613)	(10,390)
Less Restricted (All Funds)*	0	0	0	(88,170)
Budget Authority (All Funds)	70,000,000	71,010,687	63,028,389	41,304,990
Actual Expenditures (All Funds)	25,489,482	35,783,223	31,488,542	N/A
Unexpended (All Funds)	44,510,518	35,227,464	31,539,847	N/A
Unexpended, by Fund:				
General Revenue	0	47,064	5,855	N/A
Federal	44,510,518	37,180,400	29,533,992	N/A
Other	0	0	2,000,000	N/A
		(1) and (2)	(2) and (3)	

*Restricted amount is as of: 7/1/2017

Reverted includes Governor's standard 3 percent reserve (when applicable).
 Restricted includes any extraordinary expenditure restriction (when applicable).

NOTES:

- (1) GR and Federal PS, E&E and corresponding FTE transferred from BCS Teams and consolidated under CDBG Program.
- (2) \$2M appropriation from Humanities Council Trust Fund was a one-time appropriation and expended in FY16.
- (3) Compliance Team PS, E&E and corresponding FTE transferred to the CDBG Program.



PROGRAM DESCRIPTION

Department: Economic Development

Program Name: Community Development Block Grant Program

Program is found in the following core budget(s): CDBG Program

1a. What strategic priority does this program address?

Facilitate Quality Jobs and Investment

1b. What does this program do?

- The Community Development and Block Grant Program (CDBG) is a federally funded program that provides grants to non-entitlement cities and counties (municipalities with populations under 50,000 and counties with populations under 200,000).
- Community development and enhancement activities funded by the grants must meet the one or more of the following criteria: (1) benefit at least 51% low and moderate income persons; (2) eliminate slum and blight; or (3) meet urgent threats to health and safety.
- Typical projects in Missouri include infrastructure expansion and improvements (water, sewer, bridge, street, drainage); Americans with Disabilities Act accessibility improvements; and community facility.

2. What is the authorization for this program, i.e., federal or state statute, etc.? (Include the federal program number, if applicable.)

42 USC Section 5301 et. Seq., 24 CFR Part 570, and the MO Consolidated Plan submitted to the US Dept of Housing and Urban Development.

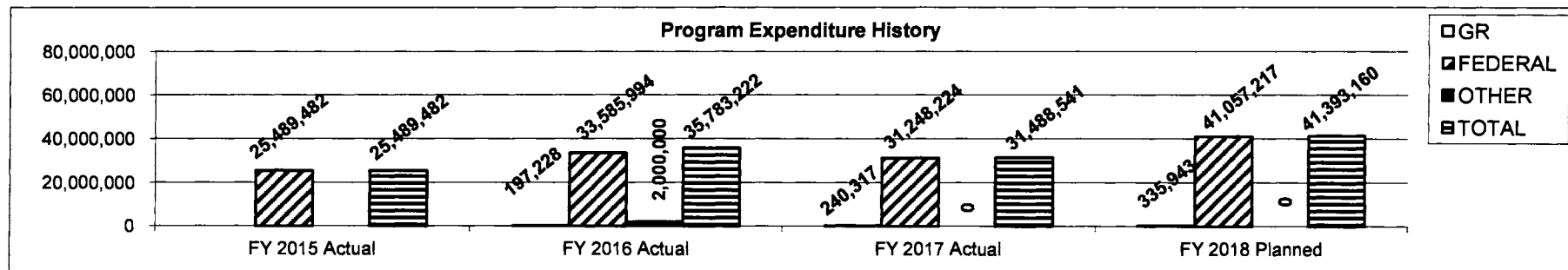
3. Are there federal matching requirements? If yes, please explain.

\$1 for \$1 match required for a portion of the administrative funds. The applicable administrative funds equal 2% of the total appropriation. Soft costs are an eligible match.

4. Is this a federally mandated program? If yes, please explain.

The program is a formula block grant provided to the State of Missouri; 70% of which is provided to the entitlement cities, 30% of which is provided to the non-entitlement balance of the state. That 30% portion is administered by DED.

5. Provide actual expenditures for the prior three fiscal years and planned expenditures for the current fiscal year.



Note 1: In FY16, GR and Federal PS, E&E and corresponding FTE transferred from BCS Teams and were consolidated under CDBG program.

Note 2: Planned Expenditures for GR reflect 3% Governor's Reserve.

6. What are the sources of the "Other" funds?

FY16: Missouri Humanities Council Trust Fund (0177) for one-time appropriation expended in FY16.

PROGRAM DESCRIPTION

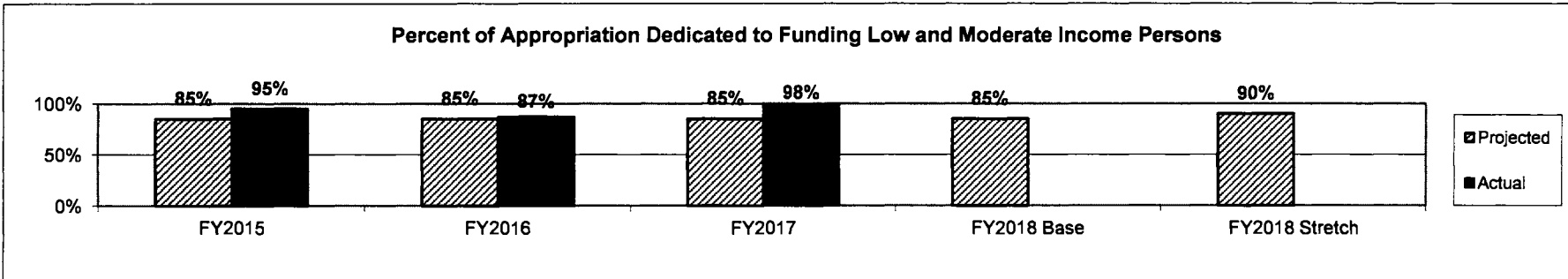
Department: Economic Development

Program Name: Community Development Block Grant Program

Program is found in the following core budget(s): CDBG Program

7a. Provide an effectiveness measure.

Federal regulations require a minimum of 70% of the appropriation be dedicated to benefiting 51% low and moderate income persons.



Base target: A minimum of 85% of the annual state CDBG allocation will be dedicated to benefiting LMI persons.

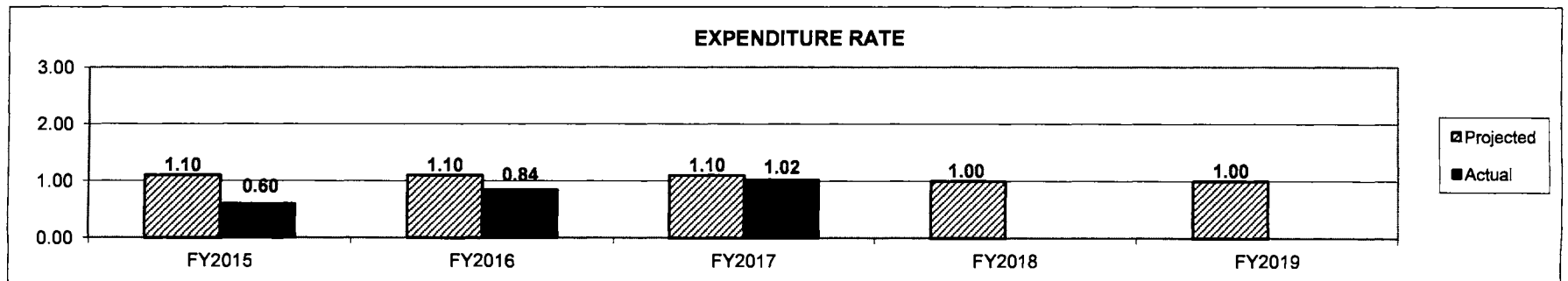
Stretch target: A minimum of 90% of the annual state CDBG allocation will be dedicated to benefiting LMI persons.

Number of distressed and/or underserved communities assisted through community and economic development projects.

Base: A minimum of 50% of projects receiving incentives are located in distressed or underserved communities.

7b. Provide an efficiency measure.

HUD recommends, although there is as yet no mandate, that states maintain an annual expenditure rate of 1.0 or higher. This means that the CDBG funds, expended in a year, at a minimum, equal the yearly HUD CDBG allocation. This is an indicator that the states are fully spending the amount of their yearly allocation. It is also recommended that the states maintain an annual unexpended funds ratio of 2.0 or less. This means that the amount of unexpended CDBG funds is less than two times the amount of the annual HUD allocation. This is an indicator whether or not the states' CDBG projects are actively spending their CDBG funds or if the funded projects are moving slowly and not spending the obligated funds in a timely manner.



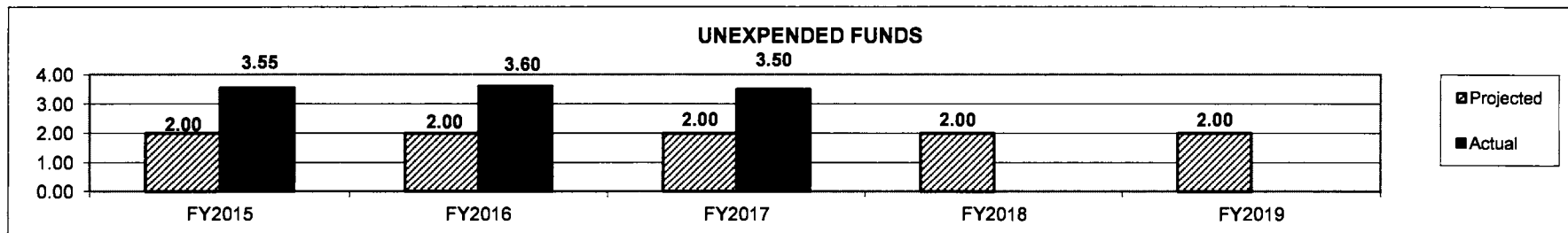
PROGRAM DESCRIPTION

Department: Economic Development

Program Name: Community Development Block Grant Program

Program is found in the following core budget(s): CDBG Program

7b. Provide an efficiency measure (continued).



Potential: Cost per job incented. (In FY17 258 jobs were reported created on closed economic development projects. Those projects totaled \$2,323,995 in CDBG grant funds. The cost per job incented was \$9,007.)

Potential: Cost per beneficiary. Based on projects that were closed in FY17, there were 495,557 beneficiaries served. The amount of CDBG grant funds awarded to the closed projects in FY17 was \$39,522,178. The cost per beneficiary in FY17 was \$79.75.

7c. Provide the number of clients/individuals served, if applicable.

Work in Progress: There were 495,557 beneficiaries served, based on projects that were closed in FY17. Note: The number of beneficiaries is higher than in the past 3 years due to the fact that a number of disaster projects, which served a large number of people over a large area, were closed in FY17.

7d. Provide a customer satisfaction measure, if available.

BCS will create a ten question survey. Five questions will be common across the Division. Five questions will be specific to the activities of this program. The five common questions will be aggregated annually and benchmarked against a baseline for division wide improvement. The five questions specific to the program will be aggregated annually and benchmarked against a baseline for improvements to this program.

CORE RECONCILIATION DETAIL

DEPARTMENT OF ECONOMIC DEVELOPMENT CDBG PROGRAM

5. CORE RECONCILIATION DETAIL

		Budget Class	FTE	GR	Federal	Other	Total	Explanation
TAFP AFTER VETOES								
		PS	16.24	169,992	806,966	0	976,958	
		EE	0.00	176,341	1,066,451	0	1,242,792	
		PD	0.00	0	39,183,800	0	39,183,800	
		Total	16.24	346,333	41,057,217	0	41,403,550	
DEPARTMENT CORE ADJUSTMENTS								
Core Reallocation	1699 9361	PS	0.00	0	0	0	0	More closely align to budget actuals.
NET DEPARTMENT CHANGES			0.00	0	0	0	0	
DEPARTMENT CORE REQUEST								
		PS	16.24	169,992	806,966	0	976,958	
		EE	0.00	176,341	1,066,451	0	1,242,792	
		PD	0.00	0	39,183,800	0	39,183,800	
		Total	16.24	346,333	41,057,217	0	41,403,550	
GOVERNOR'S RECOMMENDED CORE								
		PS	16.24	169,992	806,966	0	976,958	
		EE	0.00	176,341	1,066,451	0	1,242,792	
		PD	0.00	0	39,183,800	0	39,183,800	
		Total	16.24	346,333	41,057,217	0	41,403,550	

DEPARTMENT OF ECONOMIC DEVELOPMENT

DECISION ITEM SUMMARY

Budget Unit								
Decision Item	FY 2017	FY 2017	FY 2018	FY 2018	FY 2019	FY 2019	*****	*****
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
CDBG PROGRAM								
CORE								
PERSONAL SERVICES								
GENERAL REVENUE	89,962	1.32	169,992	5.65	169,992	5.65	0	0.00
DED-ED PRO-CDBG-ADMINISTRATION	473,285	10.34	806,966	10.59	806,966	10.59	0	0.00
TOTAL - PS	563,247	11.66	976,958	16.24	976,958	16.24	0	0.00
EXPENSE & EQUIPMENT								
GENERAL REVENUE	103,730	0.00	176,341	0.00	176,341	0.00	0	0.00
DED-ED PRO -CDBG- PASSTHROUGH	3,673	0.00	866,200	0.00	866,200	0.00	0	0.00
DED-ED PRO-CDBG-ADMINISTRATION	154,424	0.00	200,251	0.00	200,251	0.00	0	0.00
TOTAL - EE	261,827	0.00	1,242,792	0.00	1,242,792	0.00	0	0.00
PROGRAM-SPECIFIC								
GENERAL REVENUE	46,625	0.00	0	0.00	0	0.00	0	0.00
DED-ED PRO -CDBG- PASSTHROUGH	30,616,843	0.00	39,133,800	0.00	39,133,800	0.00	0	0.00
DED-ED PRO-CDBG-ADMINISTRATION	0	0.00	50,000	0.00	50,000	0.00	0	0.00
TOTAL - PD	30,663,468	0.00	39,183,800	0.00	39,183,800	0.00	0	0.00
TOTAL	31,488,542	11.66	41,403,550	16.24	41,403,550	16.24	0	0.00
GRAND TOTAL	\$31,488,542	11.66	\$41,403,550	16.24	\$41,403,550	16.24	\$0	0.00

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DEPARTMENT OF ECONOMIC DEVELOPMENT

DECISION ITEM DETAIL

Budget Unit	FY 2017	FY 2017	FY 2018	FY 2018	FY 2019	FY 2019	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
CDBG PROGRAM								
CORE								
ADMIN OFFICE SUPPORT ASSISTANT	4,603	0.15	18,815	0.63	18,815	0.63	0	0.00
OFFICE SUPPORT ASSISTANT	0	0.00	1,511	0.00	0	0.00	0	0.00
SR OFFICE SUPPORT ASSISTANT	0	0.00	16,681	0.61	0	0.00	0	0.00
ACCOUNT CLERK II	28,893	0.92	16,803	0.62	34,995	0.92	0	0.00
TRAINING TECH II	0	0.00	121	0.06	0	0.00	0	0.00
MARKETING SPECIALIST I	5,283	0.15	18,713	0.45	18,713	0.45	0	0.00
MARKETING SPECIALIST II	0	0.00	13,009	0.52	0	0.00	0	0.00
MARKETING SPECIALIST III	27,958	0.55	73,443	0.50	73,443	1.50	0	0.00
ECONOMIC DEV INCENTIVE SPEC I	69,140	2.10	101,245	1.50	66,963	1.12	0	0.00
ECONOMIC DEV INCENTIVE SPEC II	51,664	1.28	60,021	1.70	53,811	1.60	0	0.00
ECONOMIC DEV INCENTIVE SPC III	200,259	4.00	378,487	6.00	387,667	6.15	0	0.00
COMMUNITY & ECONOMIC DEV MGRB1	38,404	0.69	67,884	0.25	67,884	0.62	0	0.00
COMMUNITY & ECONOMIC DEV MGRB2	97,765	1.33	129,278	1.60	189,316	2.60	0	0.00
DESIGNATED PRINCIPAL ASST DEPT	0	0.00	13,536	1.00	0	0.00	0	0.00
DIVISION DIRECTOR	15,573	0.15	43,062	0.15	43,062	0.15	0	0.00
DESIGNATED PRINCIPAL ASST DIV	0	0.00	24,349	0.65	0	0.00	0	0.00
MISCELLANEOUS PROFESSIONAL	1,133	0.02	0	0.00	0	0.00	0	0.00
SPECIAL ASST PROFESSIONAL	22,572	0.32	0	0.00	22,289	0.50	0	0.00
TOTAL - PS	563,247	11.66	976,958	16.24	976,958	16.24	0	0.00
TRAVEL, IN-STATE	22,040	0.00	109,336	0.00	109,336	0.00	0	0.00
TRAVEL, OUT-OF-STATE	6,228	0.00	8,911	0.00	8,911	0.00	0	0.00
FUEL & UTILITIES	0	0.00	7,418	0.00	7,418	0.00	0	0.00
SUPPLIES	11,443	0.00	38,577	0.00	38,577	0.00	0	0.00
PROFESSIONAL DEVELOPMENT	21,429	0.00	91,393	0.00	91,393	0.00	0	0.00
COMMUNICATION SERV & SUPP	5,664	0.00	18,112	0.00	18,112	0.00	0	0.00
PROFESSIONAL SERVICES	165,639	0.00	907,925	0.00	907,925	0.00	0	0.00
HOUSEKEEPING & JANITORIAL SERV	0	0.00	1	0.00	1	0.00	0	0.00
M&R SERVICES	23,420	0.00	17,323	0.00	17,323	0.00	0	0.00
COMPUTER EQUIPMENT	0	0.00	3	0.00	3	0.00	0	0.00
MOTORIZED EQUIPMENT	0	0.00	7,904	0.00	7,904	0.00	0	0.00
OFFICE EQUIPMENT	1,287	0.00	4,872	0.00	4,872	0.00	0	0.00
OTHER EQUIPMENT	420	0.00	3,657	0.00	3,657	0.00	0	0.00

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DEPARTMENT OF ECONOMIC DEVELOPMENT

DECISION ITEM DETAIL

Budget Unit	FY 2017	FY 2017	FY 2018	FY 2018	FY 2019	FY 2019	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
CDBG PROGRAM								
CORE								
PROPERTY & IMPROVEMENTS	294	0.00	1,011	0.00	1,011	0.00	0	0.00
BUILDING LEASE PAYMENTS	1,152	0.00	2,195	0.00	2,195	0.00	0	0.00
EQUIPMENT RENTALS & LEASES	0	0.00	4,764	0.00	4,764	0.00	0	0.00
MISCELLANEOUS EXPENSES	2,811	0.00	7,391	0.00	7,391	0.00	0	0.00
REBILLABLE EXPENSES	0	0.00	11,999	0.00	11,999	0.00	0	0.00
TOTAL - EE	261,827	0.00	1,242,792	0.00	1,242,792	0.00	0	0.00
PROGRAM DISTRIBUTIONS	30,663,468	0.00	39,183,800	0.00	39,183,800	0.00	0	0.00
TOTAL - PD	30,663,468	0.00	39,183,800	0.00	39,183,800	0.00	0	0.00
GRAND TOTAL	\$31,488,542	11.66	\$41,403,550	16.24	\$41,403,550	16.24	\$0	0.00
GENERAL REVENUE	\$240,317	1.32	\$346,333	5.65	\$346,333	5.65		0.00
FEDERAL FUNDS	\$31,248,225	10.34	\$41,057,217	10.59	\$41,057,217	10.59		0.00
OTHER FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00

CORE DECISION ITEM

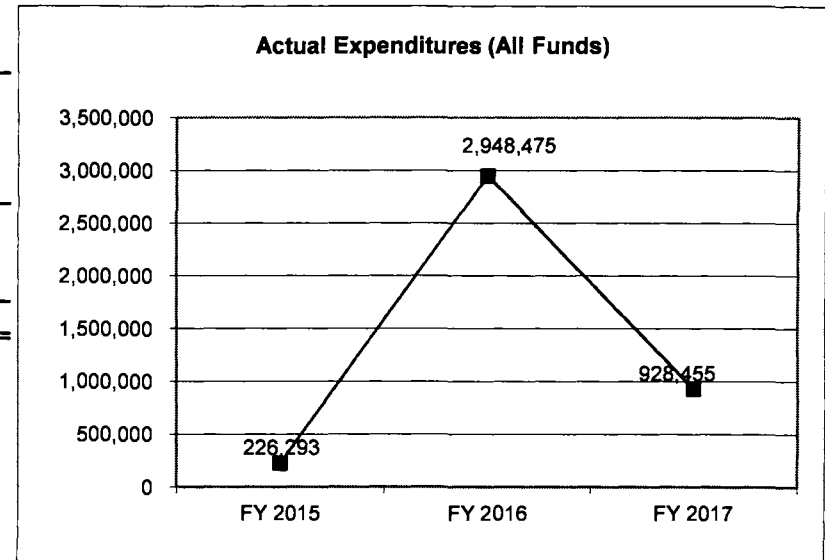
Department: Economic Development					Budget Unit <u>42170C</u>				
Division: Business and Community Services									
Core: State Small Business Credit Initiative (SSBCI)									
1. CORE FINANCIAL SUMMARY									
	FY 2019 Budget Request					FY 2019 Governor's Recommendation			
	GR	Federal	Other	Total		GR	Federal	Other	Total
PS	0	0	0	0	PS	0	0	0	0
EE	0	0	0	0	EE	0	0	0	0
PSD	0	2,000,000	0	2,000,000	PSD	0		0	0
TRF	0	0	0	0	TRF	0	0	0	0
Total	0	2,000,000	0	2,000,000	Total	0	0	0	0
FTE	0.00	0.00	0.00	0.00	FTE	0.00	0.00	0.00	0.00
Est. Fringe	0	0	0	0	Est. Fringe	0	0	0	0
<i>Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.</i>					<i>Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.</i>				
Other Funds:					Other Funds:				
Notes:					Notes:				
2. CORE DESCRIPTION									
<p>The State Small Business Credit Initiative (SSBCI) Act of 2010 appropriated funds to be disbursed by the U.S. Department of Treasury to states that have created programs to increase the amount of private capital made available to small businesses and to cover reasonable administrative expenses. The State of Missouri was approved to receive an allocation of \$26.9 million through the Department of Economic Development, which implemented programs to assist Missouri small businesses in accessing credit and venture capital to create jobs for Missourians. Missouri's approved plan dedicates \$20.9 million to establish the high-tech Missouri Innovation, Development and Entrepreneurial Advancement (IDEA) seed and venture capital funds and \$6 million to the Grow Missouri Loan Participation Fund.</p>									
3. PROGRAM LISTING (list programs included in this core funding)									
State Small Business Credit Initiative									

CORE DECISION ITEM

Department: Economic Development	Budget Unit <u>42170C</u>
Division: Business and Community Services	
Core: State Small Business Credit Initiative (SSBCI)	

4. FINANCIAL HISTORY

	FY 2015 Actual	FY 2016 Actual	FY 2017 Actual	FY 2018 Current Yr.
Appropriation (All Funds)	9,386,222	9,386,222	9,386,222	6,000,000
Less Reverted (All Funds)	0	0	0	0
Less Restricted (All Funds)*	0	0	0	0
Budget Authority (All Funds)	9,386,222	9,386,222	9,386,222	6,000,000
Actual Expenditures (All Funds)	226,293	2,948,475	928,455	N/A
Unexpended (All Funds)	9,159,929	6,437,747	8,457,767	N/A
Unexpended, by Fund:				
General Revenue	0	0	0	N/A
Federal	9,159,929	6,437,747	8,457,767	N/A
Other	0	0	0	N/A



*Restricted amount is as of: _____

Reverted includes Governor's standard 3 percent reserve (when applicable).
 Restricted includes any extraordinary expenditure restriction (when applicable).

NOTES:

CORE RECONCILIATION DETAIL

**DEPARTMENT OF ECONOMIC DEVELOPMENT
SMALL BUSINESS CREDIT**

5. CORE RECONCILIATION DETAIL

			Budget Class	FTE	GR	Federal	Other	Total	Explanation
TAFP AFTER VETOES									
			PD	0.00	0	6,000,000	0	6,000,000	
			Total	0.00	0	6,000,000	0	6,000,000	
DEPARTMENT CORE ADJUSTMENTS									
Core Reduction	1627 8089		PD	0.00	0	(1,000,000)	0	(1,000,000)	Core reduction to reflect decreased spending.
Core Reduction	1627 8088		PD	0.00	0	(3,000,000)	0	(3,000,000)	Core reduction to reflect decreased spending.
NET DEPARTMENT CHANGES				0.00	0	(4,000,000)	0	(4,000,000)	
DEPARTMENT CORE REQUEST									
			PD	0.00	0	2,000,000	0	2,000,000	
			Total	0.00	0	2,000,000	0	2,000,000	
GOVERNOR'S RECOMMENDED CORE									
			PD	0.00	0	2,000,000	0	2,000,000	
			Total	0.00	0	2,000,000	0	2,000,000	

DEPARTMENT OF ECONOMIC DEVELOPMENT

DECISION ITEM DETAIL

Budget Unit	FY 2017	FY 2017	FY 2018	FY 2018	FY 2019	FY 2019	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
SMALL BUSINESS CREDIT								
CORE								
PROGRAM DISTRIBUTIONS	928,455	0.00	6,000,000	0.00	2,000,000	0.00	0	0.00
TOTAL - PD	928,455	0.00	6,000,000	0.00	2,000,000	0.00	0	0.00
GRAND TOTAL	\$928,455	0.00	\$6,000,000	0.00	\$2,000,000	0.00	\$0	0.00
GENERAL REVENUE	\$0	0.00	\$0	0.00	\$0	0.00		0.00
FEDERAL FUNDS	\$928,455	0.00	\$6,000,000	0.00	\$2,000,000	0.00		0.00
OTHER FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00

DEPARTMENT OF ECONOMIC DEVELOPMENT

DECISION ITEM SUMMARY

Budget Unit									
Decision Item	FY 2017	FY 2017	FY 2018	FY 2018	FY 2019	FY 2019			
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ			
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE			
SMALL BUSINESS CREDIT									
CORE									
PROGRAM-SPECIFIC									
DED-ED PROGRAMS-FEDERAL OTHER	928,455	0.00	6,000,000	0.00	2,000,000	0.00			
TOTAL - PD	928,455	0.00	6,000,000	0.00	2,000,000	0.00			
TOTAL	928,455	0.00	6,000,000	0.00	2,000,000	0.00			
GRAND TOTAL	\$928,455	0.00	\$6,000,000	0.00	\$2,000,000	0.00			

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PROGRAM DESCRIPTION

Department: Economic Development

Program Name: State Small Business Credit Initiative (SSBCI)

Program is found in the following core budget(s):

1a. What strategic priority does this program address?

Facilitate Quality Jobs and Investment

1b. What does this program do?

The State Small Business Credit Initiative (SSBCI) Act of 2010 appropriated funds to be disbursed by the U.S. Department of Treasury to states that have created programs to increase the amount of private capital made available to small businesses and to cover reasonable administrative expenses. The State of Missouri was approved to receive an allocation of \$27 million through the Department of Economic Development, which will implement the program to assist Missouri small businesses in accessing credit and venture capital to create jobs for Missourians. Missouri's approved plan dedicates \$24.8 million to establish the high-tech Missouri Innovation, Development and Entrepreneurial Advancement (IDEA) seed and venture capital funds and \$2.2 million to the Grow Missouri Loan Participation Fund. The IDEA program is implemented by the Missouri Technology Corporation and provides equity, convertible debt and low-interest debt financing to startup and early-stage technology-driven businesses through co-investment with private investors on private market financial terms. These co-investments are designed to help high-tech Missouri entrepreneurs overcome the principal challenges of launching new technology start-ups by accelerating private investment in these Missouri companies that will result in high-paying jobs in targeted high-tech clusters. The IDEA program is also funded with state appropriations through the Missouri Technology Investment Fund. The Grow Missouri Loan program was administered by the DED Division of Business and Community Service and seeks to provide a flexible loan to targeted companies in order to facilitate the complete funding of the project. The Grow Missouri Loan program ended in 2015.

2. What is the authorization for this program, i.e., federal or state statute, etc.? (Include the federal program number, if applicable.)

Title III of the Small Business Jobs Act of 2010, Public Law 111-240, 124 Stat. 2568, 2582

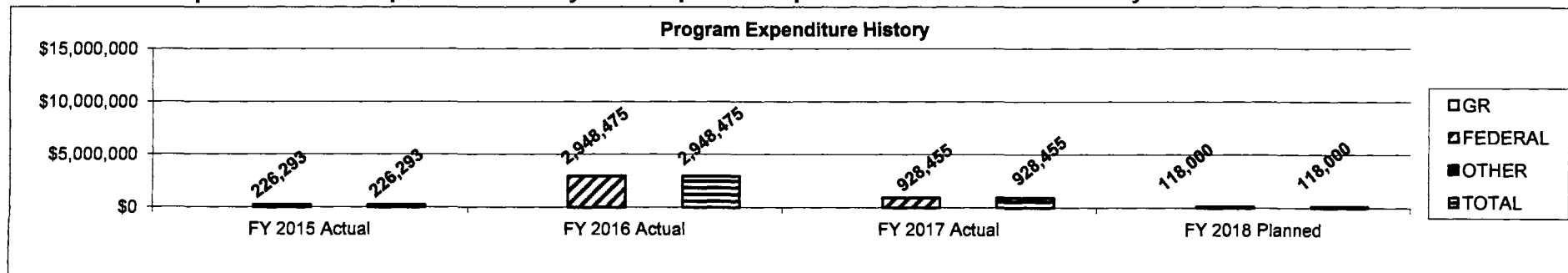
3. Are there federal matching requirements? If yes, please explain.

No.

4. Is this a federally mandated program? If yes, please explain.

No.

5. Provide actual expenditures for the prior three fiscal years and planned expenditures for the current fiscal year.



Note: FY2018 Planned includes the remaining cash in the fund.

6. What are the sources of the "Other " funds?

N/A

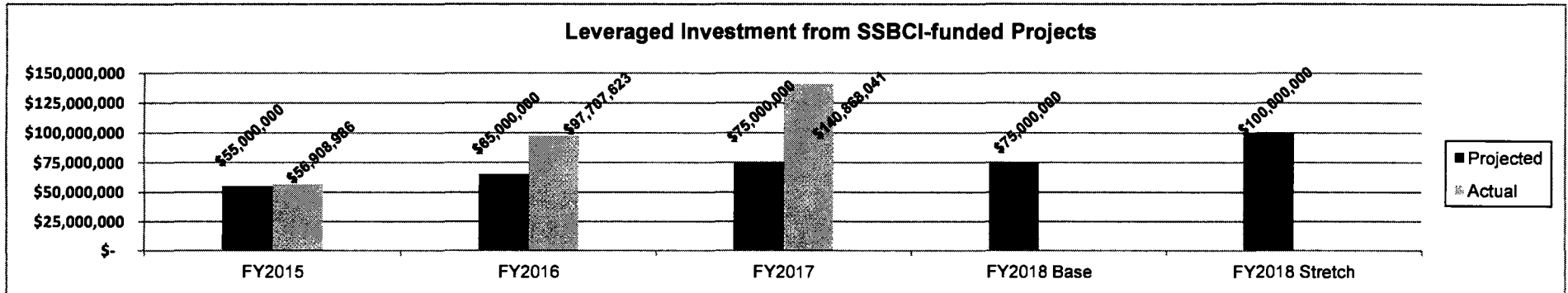
PROGRAM DESCRIPTION

Department: Economic Development

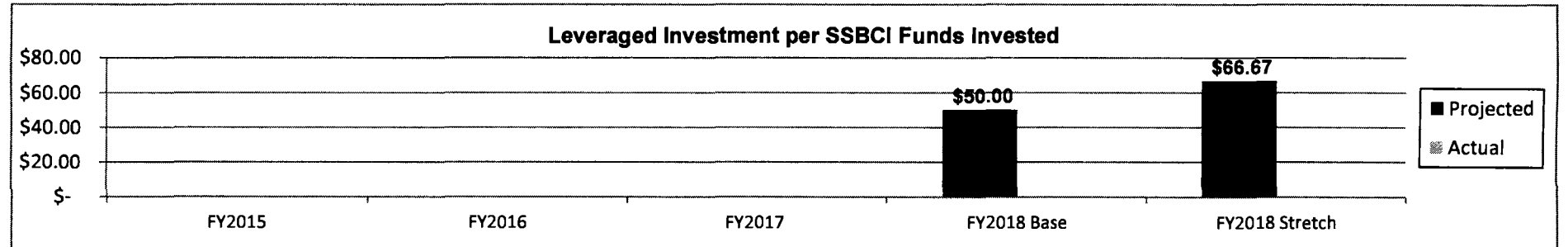
Program Name: State Small Business Credit Initiative (SSBCI)

Program is found in the following core budget(s):

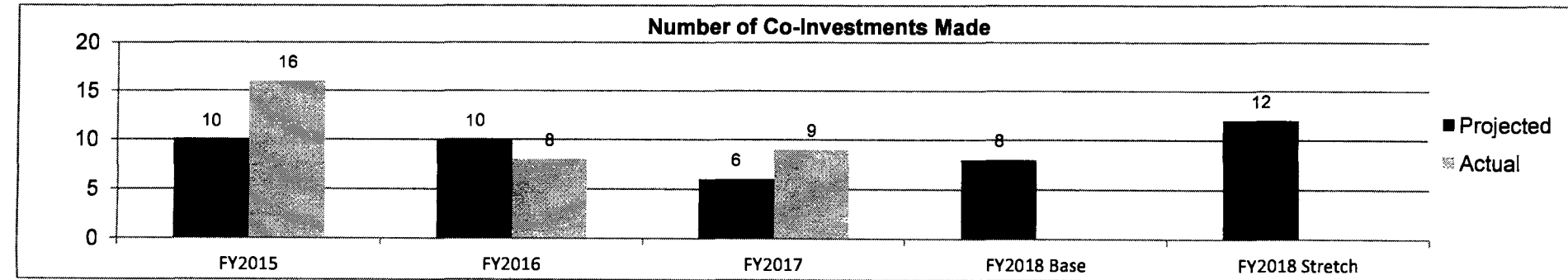
7a. Provide an effectiveness measure.



7b. Provide an efficiency measure.



7c. Provide the number of clients/individuals served, if applicable.



7d. Provide a customer satisfaction measure, if available.

Customer Satisfaction measure under development. Work in progress.

CORE DECISION ITEM

Department: Economic Development
Division: Business and Community Services
Core: Main Street Program

Budget Unit 42140C

1. CORE FINANCIAL SUMMARY

	FY 2019 Budget Request			
	GR	Federal	Other	Total
PS	0	0	0	0
EE	0	0	0	0
PSD	157,386	0	42,614	200,000
TRF	0	0	0	0
Total	157,386	0	42,614	200,000
FTE	0.00	0.00	0.00	0.00

Est. Fringe	0	0	0	0
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Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds: Economic Development Advancement Fund (0783)

Notes:

	FY 2019 Governor's Recommendation			
	GR	Fed	Other	Total
PS	0	0	0	0
EE	0	0	0	0
PSD	0	0	0	0
TRF	0	0	0	0
Total	0	0	0	0
FTE	0.00	0.00	0.00	0.00

Est. Fringe	0	0	0	0
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Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds: Economic Development Advancement Fund (0783)

Notes:

2. CORE DESCRIPTION

This core decision item establishes the spending authority for the Main Street Program, administered by the Missouri Main Street Connection (MMSC), a non-profit. The Department of Economic Development (DED) contracts with the National Main Street and MMSC programs on behalf of Missouri communities. The program provides technical assistance and training for cities' governments, business organizations, merchants and property owners to accomplish community and economic revitalization and development of older central business districts and neighborhoods.

The National Main Street Center provides the services of a Senior Program Officer to review the communities progress and accomplishments and to determine if they are meeting the 10 designated criteria established by National Main Street Center to become nationally recongnized.

3. PROGRAM LISTING (list programs included in this core funding)

Main Street Program

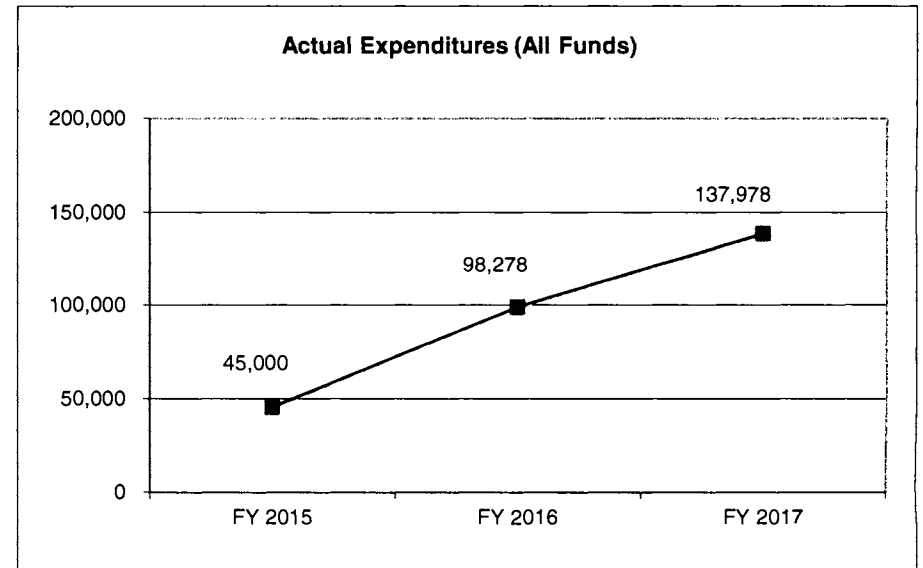
CORE DECISION ITEM

Department: Economic Development
Division: Business and Community Services
Core: Main Street Program

Budget Unit 42140C

4. FINANCIAL HISTORY

	FY 2015 Actual	FY 2016 Actual	FY 2017 Actual	FY 2018 Current Yr.
Appropriation (All Funds)	82,614	100,000	200,000	200,000
Less Reverted (All Funds)	0	(1,722)	(4,722)	(4,722)
Less Restricted (All Funds)*	0	0	(57,300)	
Budget Authority (All Funds)	82,614	98,278	137,978	195,278
Actual Expenditures (All Funds)	45,000	98,278	137,978	N/A
Unexpended (All Funds)	37,614	0	0	N/A
Unexpended, by Fund:				
General Revenue	0	0	0	N/A
Federal	0	0	0	N/A
Other	37,614	0	0	N/A
	(1)	(2)	(3)	



*Restricted amount is as of: _____

Reverted includes Governor's standard 3 percent reserve (when applicable).
 Restricted includes any extraordinary expenditure restriction (when applicable).

- NOTES:**
- (1) Source of appropriation was EDAF (0783) and BEST (0280), but contract amount remained \$45,000.
 - (2) Source of appropriation was GR and EDAF (0783).
 - (3) GR restriction.

CORE RECONCILIATION DETAIL

**DEPARTMENT OF ECONOMIC DEVELOPMENT
MAINSTREET PROGRAM**

5. CORE RECONCILIATION DETAIL

	Budget Class	FTE	GR	Federal	Other	Total	Explanation
TAFP AFTER VETOES							
	PD	0.00	157,386	0	42,614	200,000	
	Total	0.00	157,386	0	42,614	200,000	
DEPARTMENT CORE REQUEST							
	PD	0.00	157,386	0	42,614	200,000	
	Total	0.00	157,386	0	42,614	200,000	
GOVERNOR'S RECOMMENDED CORE							
	PD	0.00	157,386	0	42,614	200,000	
	Total	0.00	157,386	0	42,614	200,000	

DEPARTMENT OF ECONOMIC DEVELOPMENT

DECISION ITEM SUMMARY

Budget Unit									
Decision Item	FY 2017	FY 2017	FY 2018	FY 2018	FY 2019	FY 2019	*****	*****	
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED	
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN	
MAINSTREET PROGRAM									
CORE									
PROGRAM-SPECIFIC									
GENERAL REVENUE	95,364	0.00	157,386	0.00	157,386	0.00	0	0.00	
ECON DEVELOP ADVANCEMENT FUND	42,614	0.00	42,614	0.00	42,614	0.00	0	0.00	
TOTAL - PD	137,978	0.00	200,000	0.00	200,000	0.00	0	0.00	
TOTAL	137,978	0.00	200,000	0.00	200,000	0.00	0	0.00	
GRAND TOTAL	\$137,978	0.00	\$200,000	0.00	\$200,000	0.00	\$0	0.00	

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DEPARTMENT OF ECONOMIC DEVELOPMENT

DECISION ITEM DETAIL

Budget Unit	FY 2017	FY 2017	FY 2018	FY 2018	FY 2019	FY 2019	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
MAINSTREET PROGRAM								
CORE								
PROGRAM DISTRIBUTIONS	137,978	0.00	200,000	0.00	200,000	0.00	0	0.00
TOTAL - PD	137,978	0.00	200,000	0.00	200,000	0.00	0	0.00
GRAND TOTAL	\$137,978	0.00	\$200,000	0.00	\$200,000	0.00	\$0	0.00
GENERAL REVENUE	\$95,364	0.00	\$157,386	0.00	\$157,386	0.00		0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00
OTHER FUNDS	\$42,614	0.00	\$42,614	0.00	\$42,614	0.00		0.00

PROGRAM DESCRIPTION

Department: Economic Development

Program Name: Main Street Program

Program is found in the following core budget(s): Main Street

1a. What strategic priority does this program address?

Facilitate Quality Jobs and Investment

1b. What does this program do?

The Main Street Program is administered by the Missouri Main Street Connection (MMSC), a non-profit. The Department of Economic Development (DED) contracts with the National Main Street and MMSC programs on behalf of Missouri communities. The program provides technical assistance and training for cities' governments, business organizations, merchants and property owners to accomplish community and economic revitalization and development of older central business districts and neighborhoods.

The National Main Street Center provides the services of a Senior Program Officer to review the communities progress and accomplishments and to determine if they are meeting the 10 designated criteria established by National Main Street Center to become recognized nationally.

2. What is the authorization for this program, i.e., federal or state statute, etc.? (Include the federal program number, if applicable.)

Sections 251.470 to 251.485, RSMo.

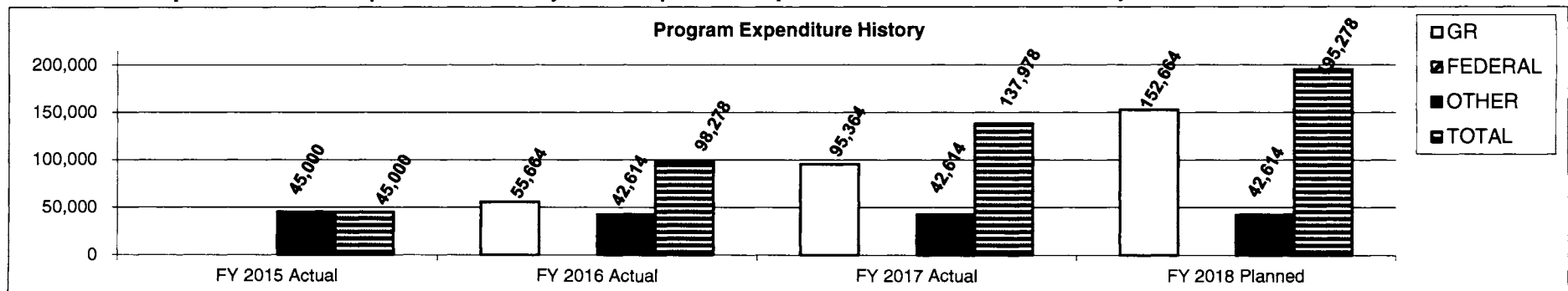
3. Are there federal matching requirements? If yes, please explain.

No

4. Is this a federally mandated program? If yes, please explain.

No

5. Provide actual expenditures for the prior three fiscal years and planned expenditures for the current fiscal year.



Note: Planned Expenditures for GR includes 3% Governor's Reserve from GR transfer.

6. What are the sources of the "Other" funds?

FY15: Economic Development Advancement Fund (0783) and Business Extension Services Team (BEST) Fund (0280); FY16: Economic Development Advancement Fund (0783); and FY17: Economic Development Advancement Fund (0783).

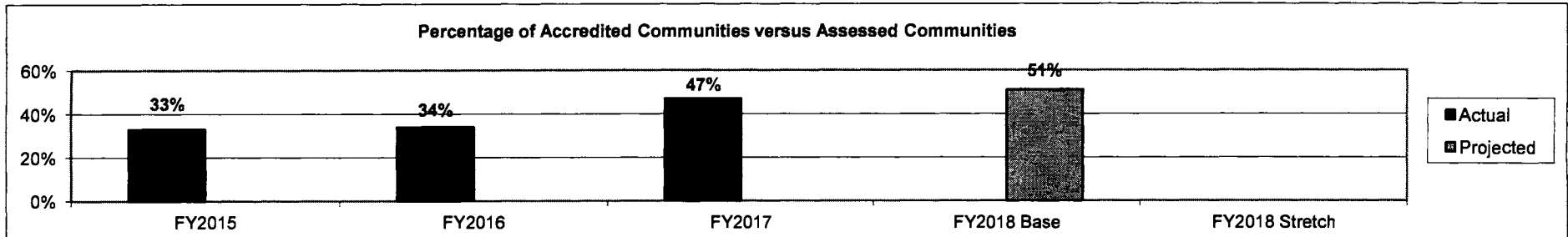
PROGRAM DESCRIPTION

Department: Economic Development

Program Name: Main Street Program

Program is found in the following core budget(s): Main Street

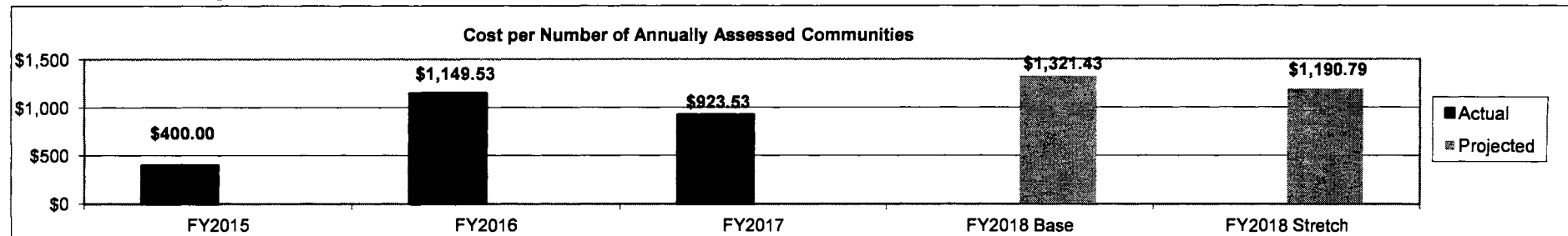
7a. Provide an effectiveness measure.



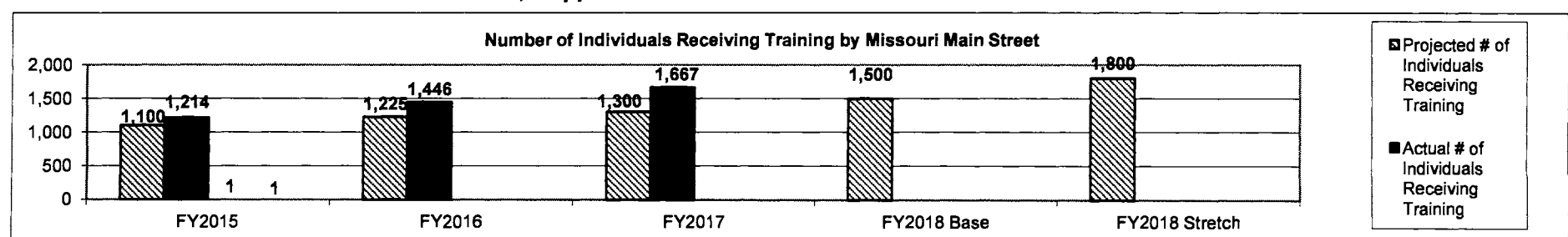
Base Target: Percentage of assessed communities that are accredited.

Stretch Target: Increase the percentage of annually assessed communities that achieve accreditation by [TBD]%

7b. Provide an efficiency measure.



7c. Provide the number of clients/individuals served, if applicable.



PROGRAM DESCRIPTION

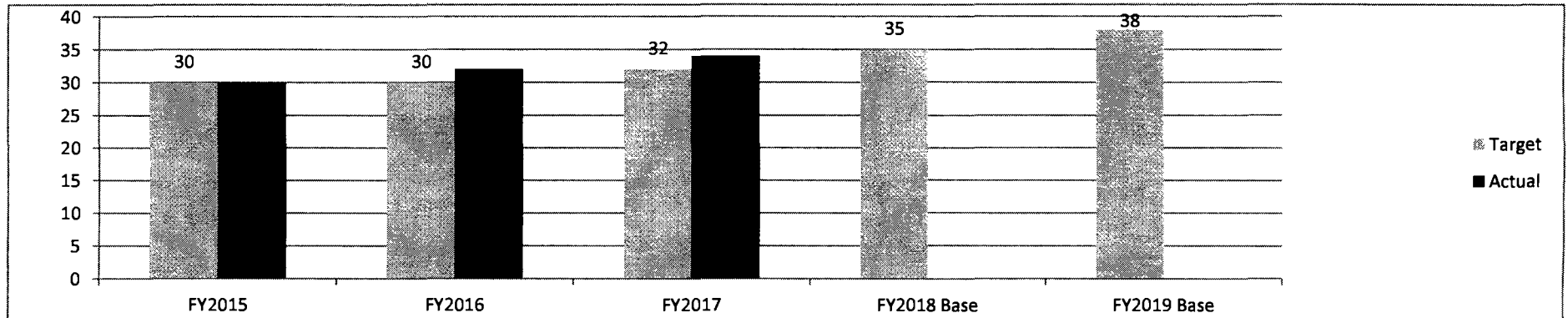
Department: Economic Development

Program Name: Main Street Program

Program is found in the following core budget(s): Main Street

7c. Provide the number of clients/individuals served, if applicable (continued).

Number of Assessed Communities



7d. Provide a customer satisfaction measure, if available.

BCS will create a ten question survey. Five questions will be common across the Division. Five questions will be specific to the activities of this program. The five common questions will be aggregated annually and benchmarked against a baseline for division wide improvement. The five questions specific to the program will be aggregated annually and benchmarked against a baseline for improvements to this program.

CORE DECISION ITEM

Department: Economic Development					Budget Unit 42290C				
Division: Business and Community Services									
Core: Tax Increment Financing (TIF)									
1. CORE FINANCIAL SUMMARY									
FY 2019 Budget Request					FY 2019 Governor's Recommendation				
	GR	Federal	Other	Total		GR	Fed	Other	Total
PS	0	0	0	0	PS	0	0	0	0
EE	0	0	0	0	EE	0	0	0	0
PSD	0	0	30,103,350	30,103,350	PSD	0	0	0	0
TRF	0	0	0	0	TRF	0	0	0	0
Total	0	0	30,103,350	30,103,350	Total	0	0	0	0
FTE	0.00	0.00	0.00	0.00	FTE	0.00	0.00	0.00	0.00
Est. Fringe	0	0	0	0	Est. Fringe	0	0	0	0
Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.					Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.				
Other Funds: State Tax Increment Financing Fund (0848)					Other Funds: State Tax Increment Financing Fund (0848)				
Notes: Requires a GR transfer to the TIF Fund (0848)					Notes: Requires a GR transfer to the TIF Fund (0848)				
2. CORE DESCRIPTION									
This core decision item establishes the spending authority for the State Tax Increment Financing (TIF) Program. Tax increment financing captures state economic activity taxes generated as a result of planned redevelopment activities within a prescribed area. The net new taxes generated are captured in accordance with the law for approved projects and used to pay eligible redevelopment costs. Those costs include public infrastructure necessary to generate reuse of the properties.									
Current TIF obligations include the following projects:									
(1) Kansas City Midtown: infrastructure improvements and retail development at Mill Street & Westport Rd and at Linwood & Main;									
(2) Independence Santa Fe Neighborhood: infrastructure redevelopment to support commercial development and housing;									
(3) St. Louis City Convention Hotel: construction of a 1,083 room convention headquarters hotel complex;									
(4) Springfield Jordan Valley Park: redevelopment of former industrial district south of downtown Springfield to include exposition center, public facilities & supporting infrastructure;									
(5) Kansas City Bannister Retail/Three Trails Office: development of retail, dining and hospitality on the site of the old Bannister Mall to compliment an adjoining technology/business park to be developed on the site in south Kansas City;									
(6) St. Louis Lambert Airport Eastern Perimeter: redevelopment of 500 acres of land just east of Lambert Airport between I-170 and I-70 developed for light industrial, warehouse, office, and some residential;									
(7) Old Post Office in Kansas City: renovation of old post office building and other development on south side of Pershing Road to house IRS Service Center;									
(8) 1200 Main Garage Project in Kansas City: new development for H&R Block Corporation headquarters;									
(9) Riverside Levee: infrastructure and levee improvements at 1600-acre site, City of Riverside;									
(10) Branson Landing: redevelopment of 208-acre riverfront area in downtown Branson;									
(11) Eastern Jackson County Bass Pro: construction of Bass Pro Outdoor World store, lodging and complimentary retail and dining establishments in a 400-acre undeveloped parcel south of I-70 and west of I-435; (Continued on next page)									

CORE DECISION ITEM

Department: Economic Development
Division: Business and Community Services
Core: Tax Increment Financing (TIF)

Budget Unit 42290C

- (12) Kansas City East Village: J.E. Dunn headquarters, infrastructure improvements and mixed use development in east end of downtown KC west of I-70;
 (13) St. Louis Innovation District: redevelopment of a blighted and aging industrial zone into a live-work-play technology district; and
 (14) National Geospatial Agency West: Redevelopment of land for use by a government agency.
 (15) Fenton Logistics Park: Redevelopment of the former Fenton Chrysler assembly plant into a mixed-use site.

TIF Projects Completed and Closed:

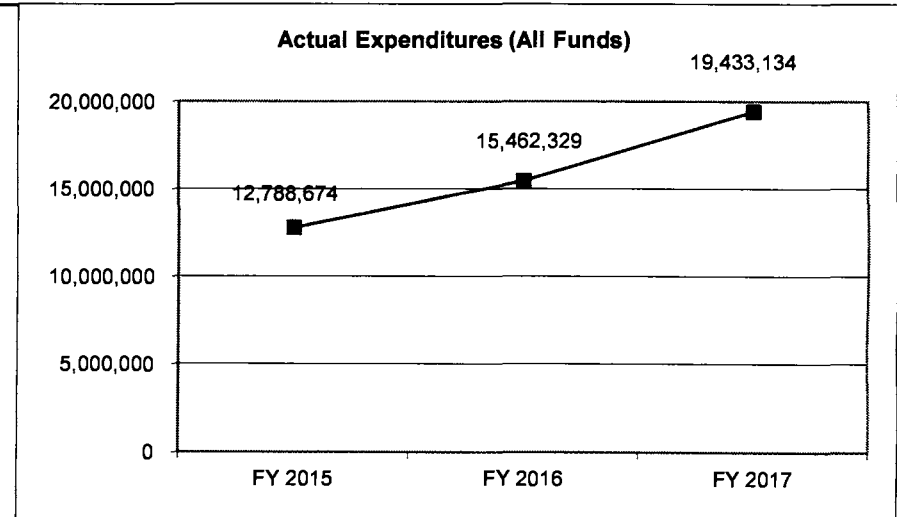
Excelsior Springs: Elms Hotel and supporting infrastructure.

3. PROGRAM LISTING (list programs included in this core funding)

State Tax Increment Financing Program

4. FINANCIAL HISTORY

	FY 2015 Actual	FY 2016 Actual	FY 2017 Actual	FY 2018 Current Yr.
Appropriation (All Funds)	13,760,000	16,400,000	23,772,860	30,103,350
Less Reverted (All Funds)	0	0	0	0
Less Restricted (All Funds)*	0	0	0	0
Budget Authority (All Funds)	13,760,000	16,400,000	23,772,860	30,103,350
Actual Expenditures (All Funds)	12,788,674	15,462,329	19,433,134	N/A
Unexpended (All Funds)	971,326	937,671	4,339,726	N/A
Unexpended, by Fund:				
General Revenue	0	0	0	N/A
Federal	0	0	0	N/A
Other	971,326	937,671	4,339,726	N/A
	(1)	(1)	(1)	



*Restricted amount is as of: _____

Reverted includes Governor's standard 3 percent reserve (when applicable).

Restricted includes any extraordinary expenditure restriction (when applicable).

NOTES: (1) Funds are only expended as projects generate increment.

CORE RECONCILIATION DETAIL

**DEPARTMENT OF ECONOMIC DEVELOPMENT
STATE TIF PROGRAM**

5. CORE RECONCILIATION DETAIL

	Budget Class	FTE	GR	Federal	Other	Total	Explanation
TAFP AFTER VETOES							
	PD	0.00	0	0	30,103,350	30,103,350	
	Total	0.00	0	0	30,103,350	30,103,350	
DEPARTMENT CORE REQUEST							
	PD	0.00	0	0	30,103,350	30,103,350	
	Total	0.00	0	0	30,103,350	30,103,350	
GOVERNOR'S RECOMMENDED CORE							
	PD	0.00	0	0	30,103,350	30,103,350	
	Total	0.00	0	0	30,103,350	30,103,350	

DEPARTMENT OF ECONOMIC DEVELOPMENT

DECISION ITEM SUMMARY

Budget Unit									
Decision Item	FY 2017	FY 2017	FY 2018	FY 2018	FY 2019	FY 2019	*****	*****	
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED	
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN	
STATE TIF PROGRAM									
CORE									
PROGRAM-SPECIFIC									
MO SUPP TAX INCREMENT FINANCE	19,433,134	0.00	30,103,350	0.00	30,103,350	0.00	0	0.00	
TOTAL - PD	19,433,134	0.00	30,103,350	0.00	30,103,350	0.00	0	0.00	
TOTAL	19,433,134	0.00	30,103,350	0.00	30,103,350	0.00	0	0.00	
GRAND TOTAL	\$19,433,134	0.00	\$30,103,350	0.00	\$30,103,350	0.00	\$0	0.00	

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DEPARTMENT OF ECONOMIC DEVELOPMENT

DECISION ITEM DETAIL

Budget Unit	FY 2017	FY 2017	FY 2018	FY 2018	FY 2019	FY 2019	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
STATE TIF PROGRAM								
CORE								
PROGRAM DISTRIBUTIONS	19,433,134	0.00	30,103,350	0.00	30,103,350	0.00	0	0.00
TOTAL - PD	19,433,134	0.00	30,103,350	0.00	30,103,350	0.00	0	0.00
GRAND TOTAL	\$19,433,134	0.00	\$30,103,350	0.00	\$30,103,350	0.00	\$0	0.00
GENERAL REVENUE	\$0	0.00	\$0	0.00	\$0	0.00		0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00
OTHER FUNDS	\$19,433,134	0.00	\$30,103,350	0.00	\$30,103,350	0.00		0.00

PROGRAM DESCRIPTION

Department: Economic Development

Program Name: State Tax Increment Financing (TIF) Program

Program is found in the following core budget(s): Tax Increment Financing

1a. What strategic priority does this program address?

Facilitate Quality Jobs and Investment

1b. What does this program do?

Tax increment financing (TIF) redirects 50% of the withholding taxes or 50% of the economic activity taxes generated as a result of planned redevelopment activities within a prescribed area.

- The net new taxes generated are used to pay eligible redevelopment costs.
- Costs include public infrastructure necessary to generate reuse of the properties.

TIF Projects Included in Performance Measures: Kansas City Midtown; Independence Santa Fe Trail Neighborhood; St. Louis City Convention Hotel; Springfield Jordan Valley Park; St. Louis Lambert Airport Eastern Perimeter; Old Post Office in Kansas City; 1200 Main Garage Project in Kansas City; Riverside Levee; Branson Landing; Eastern Jackson County Bass Pro; Kansas City East Village Project; St. Louis Innovation District; and Kansas City Bannister Mall/Three Trails Office; NGA West; and Fenton Logistics Park.

2. What is the authorization for this program, i.e., federal or state statute, etc.? (Include the federal program number, if applicable.)

Section 99.800-99.865, RSMo

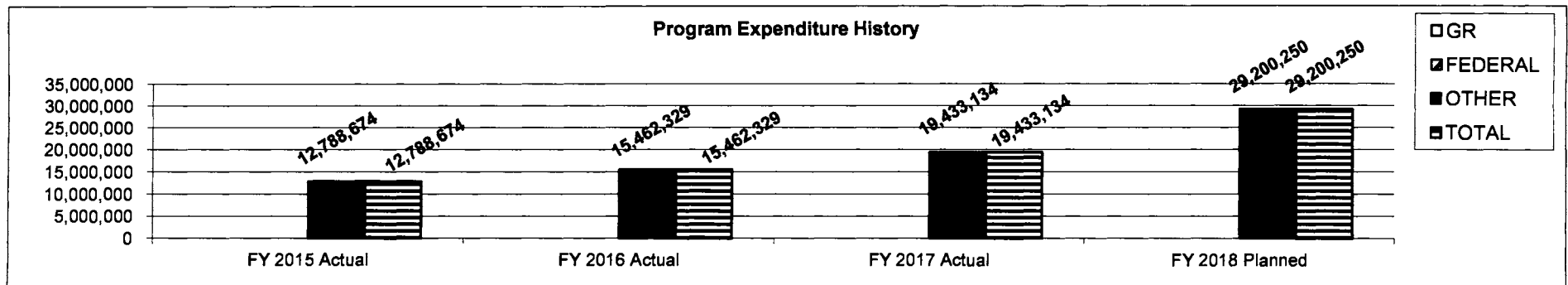
3. Are there federal matching requirements? If yes, please explain.

No

4. Is this a federally mandated program? If yes, please explain.

No

5. Provide actual expenditures for the prior three fiscal years and planned expenditures for the current fiscal year.



Note: Planned Expenditures reflect 3% Governor's Reserve on GR Transfer.

6. What are the sources of the "Other " funds?

Requires GR Transfer to the Missouri Supplement Tax Increment Finance Fund (0848).

PROGRAM DESCRIPTION

Department: Economic Development

Program Name: State Tax Increment Financing (TIF) Program

Program is found in the following core budget(s): Tax Increment Financing

7a. Provide an effectiveness measure.

Measure 1: Annual increase in the amount of average wages in area declared blighted as compared to base amount prior to redevelopment.

Base Target 1: Amount of average wages in area declared blighted will increase by \$[TBD] as compared to amount in prior year.

Stretch Target 1: Amount of average wages in area declared blighted will increase by \$[TBD] as compared to amount in prior year.

Measure 2: Annual increase in the amount of average sales in area declared blighted as compared to base amount prior to redevelopment.

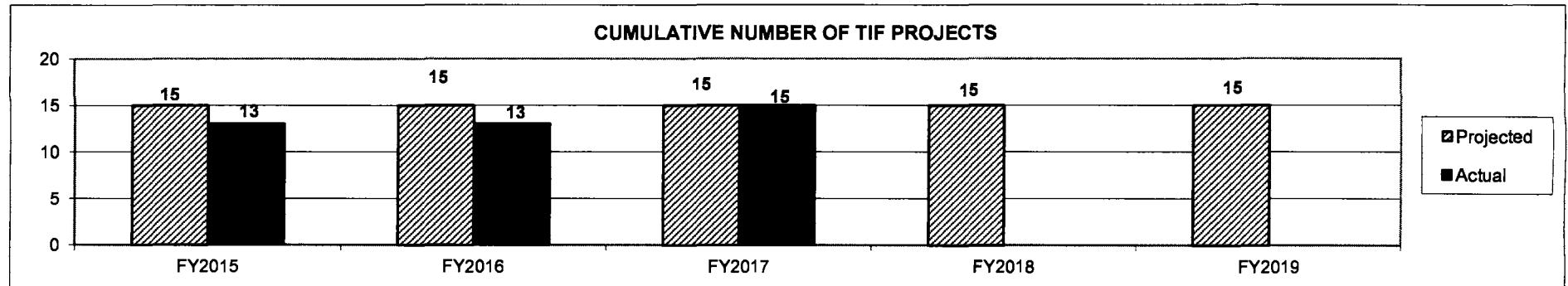
Base Target 2: Amount of average sales in area declared blighted will increase by \$[TBD] as compared to amount in prior year.

Stretch Target 2: Amount of average sales in area declared blighted will increase by \$[TBD] as compared to amount in prior year.

7b. Provide an efficiency measure.

Cost per increased sales tax dollar.

7c. Provide the number of clients/individuals served, if applicable.



7d. Provide a customer satisfaction measure, if available.

BCS will create a ten question survey. Five questions will be common across the Division. Five questions will be specific to the activities of this program. The five common questions will be aggregated annually and benchmarked against a baseline for division wide improvement. The five questions specific to the program will be aggregated annually and benchmarked against a baseline for improvements to this program.

CORE DECISION ITEM

Department: Economic Development					Budget Unit 42280C				
Division: Business and Community Services									
Core: Tax Increment Financing (TIF) Transfer									
1. CORE FINANCIAL SUMMARY									
	FY 2019 Budget Request					FY 2019 Governor's Recommendation			
	GR	Federal	Other	Total		GR	Fed	Other	Total
PS	0	0	0	0	PS	0	0	0	0
EE	0	0	0	0	EE	0	0	0	0
PSD	0	0	0	0	PSD	0	0	0	0
TRF	30,103,350	0	0	30,103,350	TRF	0	0	0	0
Total	<u>30,103,350</u>	<u>0</u>	<u>0</u>	<u>30,103,350</u>	Total	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
FTE	0.00	0.00	0.00	0.00	FTE	0.00	0.00	0.00	0.00
Est. Fringe	0	0	0	0	Est. Fringe	0	0	0	0
<i>Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.</i>					<i>Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.</i>				
Other Funds:					Other Funds:				
Notes:					Notes:				
2. CORE DESCRIPTION									
<p>This core decision item is the required General Revenue transfer that provides funding for the Tax Increment Financing (TIF) program. It provides funds to remit for the tax increment financing captured via state economic activity taxes generated as a result of planned redevelopment activities within a prescribed area. The net new taxes generated are captured in accordance with the law, for approved projects, and used to pay eligible redevelopment costs. Those costs include public infrastructure necessary to generate reuse of the properties.</p>									
3. PROGRAM LISTING (list programs included in this core funding)									
State Tax Increment Financing Program									

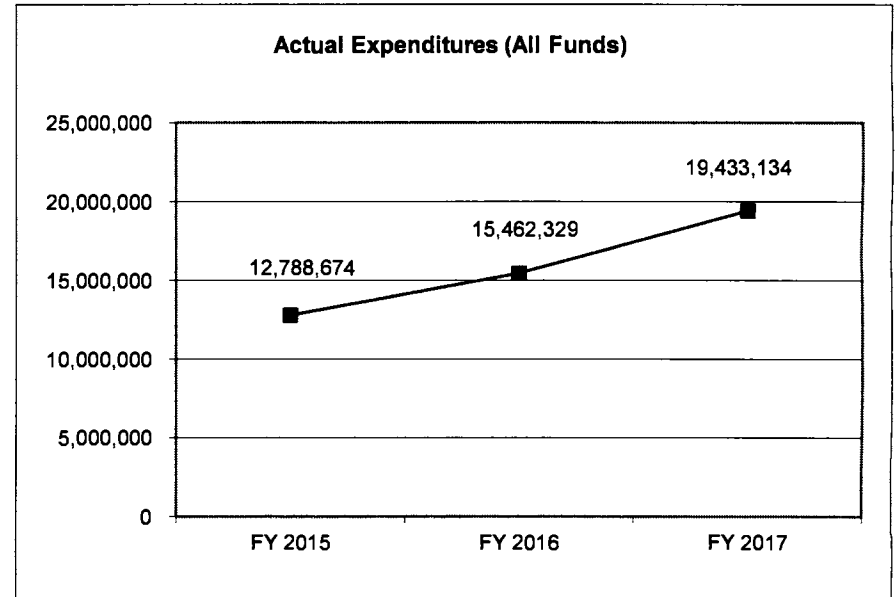
CORE DECISION ITEM

Department: Economic Development
Division: Business and Community Services
Core: Tax Increment Financing (TIF) Transfer

Budget Unit 42280C

4. FINANCIAL HISTORY

	FY 2015 Actual	FY 2016 Actual	FY 2017 Actual	FY 2018 Current Yr.
Appropriation (All Funds)	13,510,000	16,400,000	23,772,860	30,103,350
Less Reverted (All Funds)	(405,300)	(492,000)	(713,186)	(903,101)
Less Restricted (All Funds)*	0	0	0	0
Budget Authority (All Funds)	13,104,700	15,908,000	23,059,674	29,200,249
Actual Expenditures (All Funds)	12,788,674	15,462,329	19,433,134	N/A
Unexpended (All Funds)	316,026	445,671	3,626,540	N/A
Unexpended, by Fund:				
General Revenue	316,026	445,671	3,626,540	N/A
Federal	0	0	0	N/A
Other	0	0	0	N/A
	(1)	(1)	(1)	



*Restricted amount is as of: _____

Reverted includes Governor's standard 3 percent reserve (when applicable) and any extraordinary withholdings.

Restricted includes any Governor's Expenditure Restrictions which remained at the end of the fiscal year (when applicable)

NOTES: (1) Transfer from GR to Missouri Supplement Tax Increment Financing Fund. Funds are only paid out as projects generate increment.

CORE RECONCILIATION DETAIL

**DEPARTMENT OF ECONOMIC DEVELOPMENT
STATE TIF PROGRAM-TRANSFER**

5. CORE RECONCILIATION DETAIL

	Budget Class	FTE	GR	Federal	Other	Total	Explanation
TAFP AFTER VETOES							
	TRF	0.00	30,103,350	0	0	30,103,350	
	Total	0.00	30,103,350	0	0	30,103,350	
DEPARTMENT CORE REQUEST							
	TRF	0.00	30,103,350	0	0	30,103,350	
	Total	0.00	30,103,350	0	0	30,103,350	
GOVERNOR'S RECOMMENDED CORE							
	TRF	0.00	30,103,350	0	0	30,103,350	
	Total	0.00	30,103,350	0	0	30,103,350	

DEPARTMENT OF ECONOMIC DEVELOPMENT

DECISION ITEM SUMMARY

Budget Unit									
Decision Item	FY 2017	FY 2017	FY 2018	FY 2018	FY 2019	FY 2019	*****	*****	
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED	
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN	
STATE TIF PROGRAM-TRANSFER									
CORE									
FUND TRANSFERS									
GENERAL REVENUE	19,433,134	0.00	30,103,350	0.00	30,103,350	0.00	0	0.00	
TOTAL - TRF	19,433,134	0.00	30,103,350	0.00	30,103,350	0.00	0	0.00	
TOTAL	19,433,134	0.00	30,103,350	0.00	30,103,350	0.00	0	0.00	
GRAND TOTAL	\$19,433,134	0.00	\$30,103,350	0.00	\$30,103,350	0.00	\$0	0.00	

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DEPARTMENT OF ECONOMIC DEVELOPMENT

DECISION ITEM DETAIL

Budget Unit	FY 2017	FY 2017	FY 2018	FY 2018	FY 2019	FY 2019	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
STATE TIF PROGRAM-TRANSFER								
CORE								
TRANSFERS OUT	19,433,134	0.00	30,103,350	0.00	30,103,350	0.00	0	0.00
TOTAL - TRF	19,433,134	0.00	30,103,350	0.00	30,103,350	0.00	0	0.00
GRAND TOTAL	\$19,433,134	0.00	\$30,103,350	0.00	\$30,103,350	0.00	\$0	0.00
GENERAL REVENUE	\$19,433,134	0.00	\$30,103,350	0.00	\$30,103,350	0.00		0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00
OTHER FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00

PROGRAM DESCRIPTION

Department: Economic Development

Program Name: State Tax Increment Financing (TIF) Program

Program is found in the following core budget(s): Tax Increment Financing (TIF) Transfer

1a. What strategic priority does this program address?

Facilitate Quality Jobs and Investment

1b. What does this program do?

This transfer provides funding for the state TIF program. Tax increment financing (TIF) captures state economic activity taxes generated as a result of planned redevelopment activities within a prescribed area. The net new taxes generated are captured in accordance with the law, for approved projects, and used to pay eligible redevelopment costs. Those costs include public infrastructure necessary to generate reuse of the properties.

2. What is the authorization for this program, i.e., federal or state statute, etc.? (Include the federal program number, if applicable.)

Section 99.800-99.865, RSMo

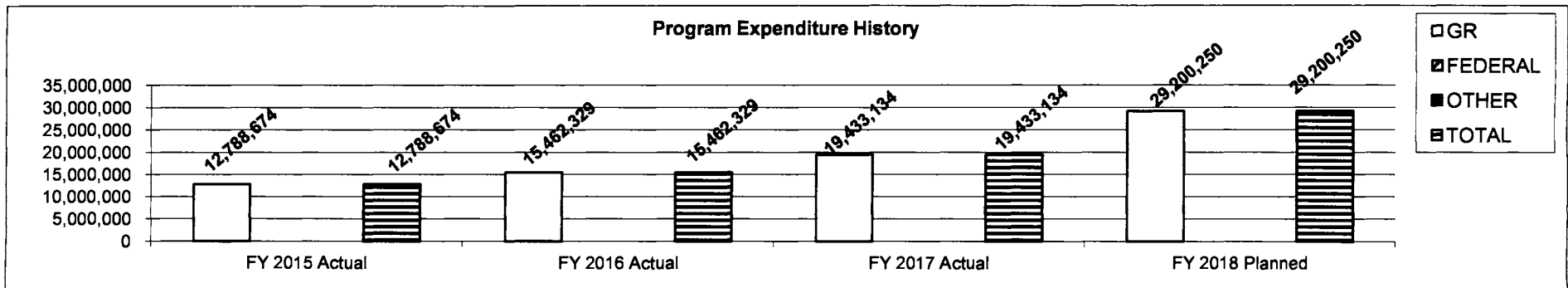
3. Are there federal matching requirements? If yes, please explain.

No

4. Is this a federally mandated program? If yes, please explain.

No

5. Provide actual expenditures for the prior three fiscal years and planned expenditures for the current fiscal year.



Note: Planned expenditures for GR reflect 3% Governor's Reserve.

6. What are the sources of the "Other" funds?

GR transfer to the Missouri Supplement Tax Increment Finance Fund (0848)

PROGRAM DESCRIPTION

Department: Economic Development

Program Name: State Tax Increment Financing (TIF) Program

Program is found in the following core budget(s): Tax Increment Financing (TIF) Transfer

7a. Provide an effectiveness measure.

This is a GR transfer. Please refer to the Program Description for the State Tax Increment Financing (TIF) Program Core.

7b. Provide an efficiency measure.

This is a GR transfer. Please refer to the Program Description for the State Tax Increment Financing (TIF) Program Core.

7c. Provide the number of clients/individuals served, if applicable.

This is a GR transfer. Please refer to the Program Description for the State Tax Increment Financing (TIF) Program Core.

7d. Provide a customer satisfaction measure, if available.

This is a GR transfer. Please refer to the Program Description for the State Tax Increment Financing (TIF) Program Core.

CORE DECISION ITEM

Department: Economic Development
Division: Business and Community Services
Core: Missouri Downtown Economic Stimulus Act (MODESA)

Budget Unit 42295C

1. CORE FINANCIAL SUMMARY

	FY 2019 Budget Request			
	GR	Federal	Other	Total
PS	0	0	0	0
EE	0	0	0	0
PSD	0	0	1,729,133	1,729,133
TRF	0	0	0	0
Total	0	0	1,729,133	1,729,133
FTE	0.00	0.00	0.00	0.00

Est. Fringe	0	0	0	0
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Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds: MODESA Fund (0766)

Notes:

	FY 2019 Governor's Recommendation			
	GR	Fed	Other	Total
PS	0	0	0	0
EE	0	0	0	0
PSD	0	0	0	0
TRF	0	0	0	0
Total	0	0	0	0
FTE	0.00	0.00	0.00	0.00

Est. Fringe	0	0	0	0
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Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds: MODESA Fund (0766)

Notes:

2. CORE DESCRIPTION

This core decision item establishes spending authority for the Missouri Downtown Economic Stimulus (MODESA) program. This program is designed to use increment financing to support redevelopment in Missouri's downtowns. Tax increment financing captures state economic activity taxes generated as a result of planned redevelopment activities within a prescribed area. In this case, it must be within the recognized Central Business District. The net new taxes generated are captured in accordance with the law for approved projects and used to pay eligible redevelopment costs. Those costs include public infrastructure necessary to generate reuse of the properties.

Active Projects:

(1) Kansas City Live!: restore/rebuild an eight city block, approximately 425,000 sq. feet in the south central part of downtown Kansas City for an entertainment district that has live entertainment, dining, specialty retail establishments and loft housing.

(2) Ballpark Village: redevelop an area adjacent to Busch Stadium in St. Louis into restaurant, retail, entertainment, and office space.

3. PROGRAM LISTING (list programs included in this core funding)

Missouri Downtown Economic Stimulus Act (MODESA)

CORE DECISION ITEM

Department: Economic Development
Division: Business and Community Services
Core: Missouri Downtown Economic Stimulus Act (MODESA)

Budget Unit 42295C

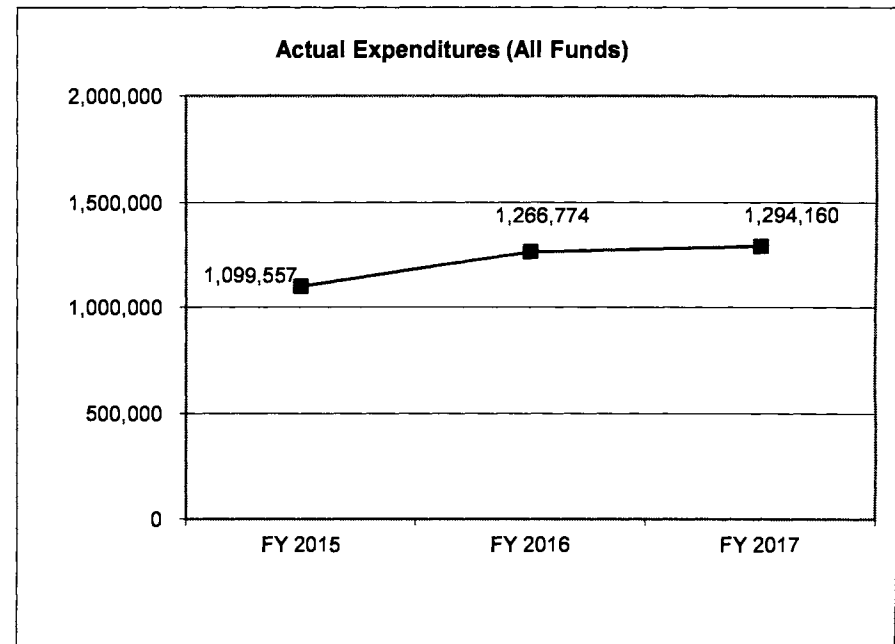
4. FINANCIAL HISTORY

	FY 2015 Actual	FY 2016 Actual	FY 2017 Actual	FY 2018 Current Yr.
Appropriation (All Funds)	1,200,000	1,396,647	1,507,209	1,729,133
Less Reverted (All Funds)	0	0	0	0
Less Restricted (All Funds)	0	0	0	0
Budget Authority (All Funds)	1,200,000	1,396,647	1,507,209	1,729,133
Actual Expenditures (All Funds)	1,099,557	1,266,774	1,294,160	N/A
Unexpended (All Funds)	100,443	129,873	213,049	N/A
Unexpended, by Fund:				
General Revenue	0	0	0	N/A
Federal	0	0	0	N/A
Other	100,443	129,873	213,049	N/A
	(1)	(1)	(1)	

*Restricted amount is as of: _____

Reverted includes Governor's standard 3 percent reserve (when applicable).
 Restricted includes any extraordinary expenditure restriction (when applicable).

NOTES: (1) Funds are only expended as projects generate increment.



CORE RECONCILIATION DETAIL

**DEPARTMENT OF ECONOMIC DEVELOPMENT
MODESA PROGRAM**

5. CORE RECONCILIATION DETAIL

	Budget Class	FTE	GR	Federal	Other	Total	Explanation
TAFP AFTER VETOES							
	PD	0.00	0	0	1,729,133	1,729,133	
	Total	0.00	0	0	1,729,133	1,729,133	
DEPARTMENT CORE REQUEST							
	PD	0.00	0	0	1,729,133	1,729,133	
	Total	0.00	0	0	1,729,133	1,729,133	
GOVERNOR'S RECOMMENDED CORE							
	PD	0.00	0	0	1,729,133	1,729,133	
	Total	0.00	0	0	1,729,133	1,729,133	

DEPARTMENT OF ECONOMIC DEVELOPMENT

DECISION ITEM SUMMARY

Budget Unit									
Decision Item	FY 2017	FY 2017	FY 2018	FY 2018	FY 2019	FY 2019	*****	*****	
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED	
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN	
MODESA PROGRAM									
CORE									
PROGRAM-SPECIFIC									
STATE SUPP DOWNTOWN DEVELOPMNT	1,294,160	0.00	1,729,133	0.00	1,729,133	0.00	0	0.00	
TOTAL - PD	1,294,160	0.00	1,729,133	0.00	1,729,133	0.00	0	0.00	
TOTAL	1,294,160	0.00	1,729,133	0.00	1,729,133	0.00	0	0.00	
GRAND TOTAL	\$1,294,160	0.00	\$1,729,133	0.00	\$1,729,133	0.00	\$0	0.00	

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DEPARTMENT OF ECONOMIC DEVELOPMENT

DECISION ITEM DETAIL

Budget Unit	FY 2017	FY 2017	FY 2018	FY 2018	FY 2019	FY 2019	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
MODESA PROGRAM								
CORE								
PROGRAM DISTRIBUTIONS	1,294,160	0.00	1,729,133	0.00	1,729,133	0.00	0	0.00
TOTAL - PD	1,294,160	0.00	1,729,133	0.00	1,729,133	0.00	0	0.00
GRAND TOTAL	\$1,294,160	0.00	\$1,729,133	0.00	\$1,729,133	0.00	\$0	0.00
GENERAL REVENUE	\$0	0.00	\$0	0.00	\$0	0.00		0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00
OTHER FUNDS	\$1,294,160	0.00	\$1,729,133	0.00	\$1,729,133	0.00		0.00

PROGRAM DESCRIPTION

Department: Economic Development

Program Name: Missouri Downtown Economic Stimulus Act (MODESA)

Program is found in the following core budget(s): Missouri Downtown Economic Stimulus Act (MODESA)

1a. What strategic priority does this program address?

Facilitate Quality Jobs and Investment

1b. What does this program do?

MODESA redirects 50% of the withholding taxes and 50% of the economic activity taxes to fund eligible public infrastructure and related costs.

- The program limits these activities to downtown central business districts and is intended to offer financing to revitalize Missouri downtowns.
- The local authority has the statutory capacity to sell bonds for infrastructure improvements.

MODESA Projects Included in Performance Measures: Kansas City Live! and St. Louis Ballpark Village.

2. What is the authorization for this program, i.e., federal or state statute, etc.? (Include the federal program number, if applicable.)

Section 99.915, RSMo.

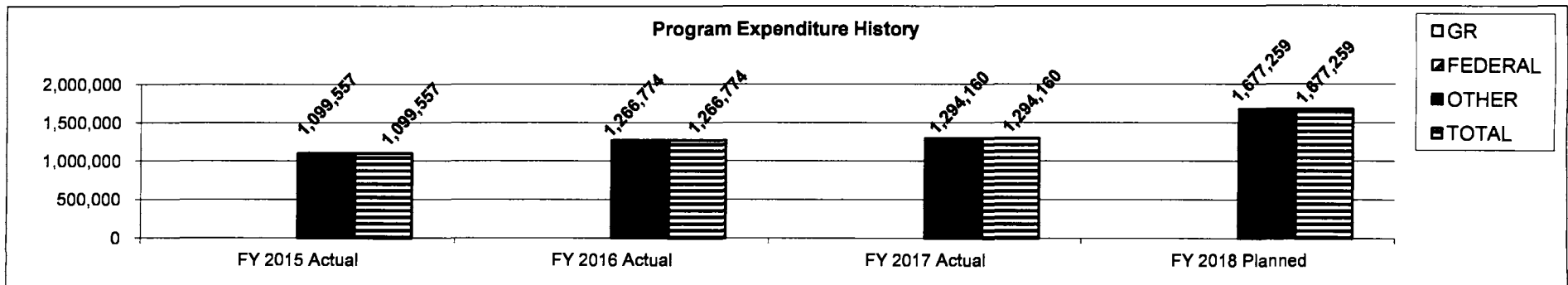
3. Are there federal matching requirements? If yes, please explain.

No

4. Is this a federally mandated program? If yes, please explain.

No

5. Provide actual expenditures for the prior three fiscal years and planned expenditures for the current fiscal year.



Note: Planned Expenditures reflect 3% Governor's Reserve on GR Transfer.

6. What are the sources of the "Other" funds?

GR Transfer to the Missouri Downtown Economic Stimulus Act Fund (0766)

PROGRAM DESCRIPTION

Department: Economic Development

Program Name: Missouri Downtown Economic Stimulus Act (MODESA)

Program is found in the following core budget(s): Missouri Downtown Economic Stimulus Act (MODESA)

7a. Provide an effectiveness measure.

Measure 1: Annual increase in the amount of average wages in area declared blighted as compared to base amount prior to redevelopment.

Base Target 1: Amount of average wages in area declared blighted will increase by \$[TBD] as compared to amount in prior year.

Stretch Target 1: Amount of average wages in area declared blighted will increase by \$[TBD] as compared to amount in prior year.

Measure 2: Annual increase in the amount of average sales in area declared blighted as compared to base amount prior to redevelopment.

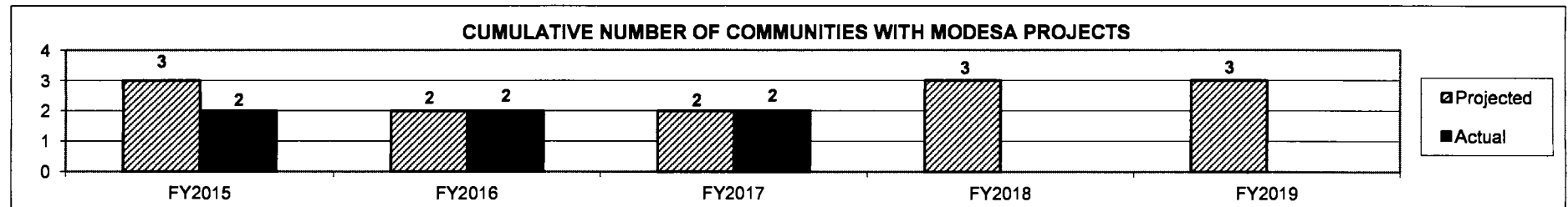
Base Target 2: Amount of average sales in area declared blighted will increase by \$[TBD] as compared to amount in prior year.

Stretch Target 2: Amount of average sales in area declared blighted will increase by \$[TBD] as compared to amount in prior year.

7b. Provide an efficiency measure.

Cost per increased sales tax dollar.

7c. Provide the number of clients/individuals served, if applicable.



7d. Provide a customer satisfaction measure, if available.

BCS will create a ten question survey. Five questions will be common across the Division. Five questions will be specific to the activities of this program. The five common questions will be aggregated annually and benchmarked against a baseline for division wide improvement. The five questions specific to the program will be aggregated annually and benchmarked against a baseline for improvements to this program.

CORE DECISION ITEM

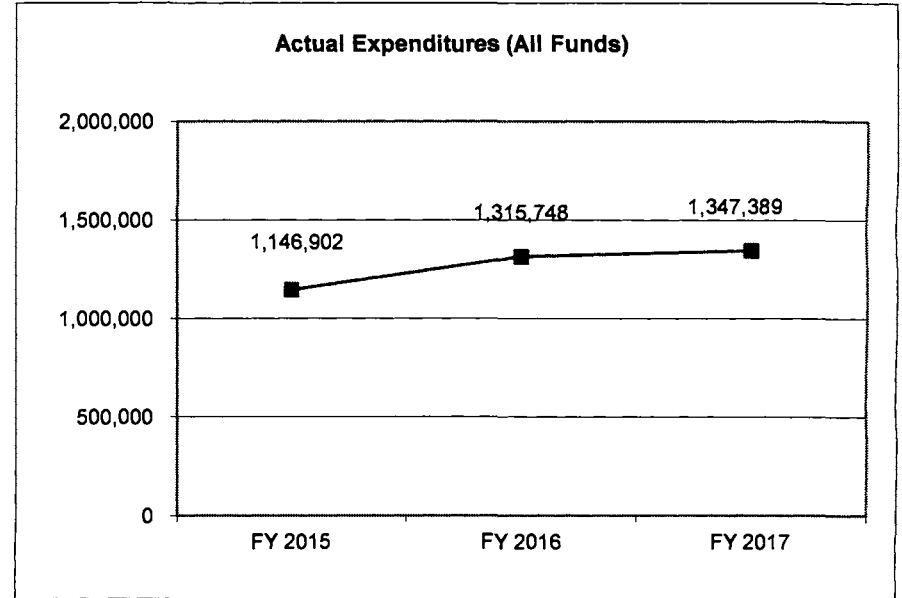
Department: Economic Development	Budget Unit 42296C																																																																																										
Division: Business and Community Services																																																																																											
Core: State Supp Downtown Dev Trf (MODESA)																																																																																											
1. CORE FINANCIAL SUMMARY																																																																																											
<table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th></th> <th colspan="4" style="text-align: center;">FY 2019 Budget Request</th> </tr> <tr> <th></th> <th style="text-align: center;">GR</th> <th style="text-align: center;">Federal</th> <th style="text-align: center;">Other</th> <th style="text-align: center;">Total</th> </tr> </thead> <tbody> <tr> <td>PS</td> <td style="text-align: center;">0</td> <td style="text-align: center;">0</td> <td style="text-align: center;">0</td> <td style="text-align: center;">0</td> </tr> <tr> <td>EE</td> <td style="text-align: center;">0</td> <td style="text-align: center;">0</td> <td style="text-align: center;">0</td> <td style="text-align: center;">0</td> </tr> <tr> <td>PSD</td> <td style="text-align: center;">0</td> <td style="text-align: center;">0</td> <td style="text-align: center;">0</td> <td style="text-align: center;">0</td> </tr> <tr> <td>TRF</td> <td style="text-align: center;">1,775,575</td> <td style="text-align: center;">0</td> <td style="text-align: center;">0</td> <td style="text-align: center;">1,775,575</td> </tr> <tr> <td>Total</td> <td style="text-align: center;">1,775,575</td> <td style="text-align: center;">0</td> <td style="text-align: center;">0</td> <td style="text-align: center;">1,775,575</td> </tr> <tr> <td> FTE</td> <td style="text-align: center;"> 0.00</td> <td style="text-align: center;"> 0.00</td> <td style="text-align: center;"> 0.00</td> <td style="text-align: center;"> 0.00</td> </tr> </tbody> </table> <table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 15%;">Est. Fringe</td> <td style="width: 15%; text-align: center;">0</td> <td style="width: 15%; text-align: center;">0</td> <td style="width: 15%; text-align: center;">0</td> <td style="width: 15%; text-align: center;">0</td> </tr> </table> <p><i>Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.</i></p>		FY 2019 Budget Request					GR	Federal	Other	Total	PS	0	0	0	0	EE	0	0	0	0	PSD	0	0	0	0	TRF	1,775,575	0	0	1,775,575	Total	1,775,575	0	0	1,775,575	 FTE	 0.00	 0.00	 0.00	 0.00	Est. Fringe	0	0	0	0	<table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th></th> <th colspan="4" style="text-align: center;">FY 2019 Governor's Recommendation</th> </tr> <tr> <th></th> <th style="text-align: center;">GR</th> <th style="text-align: center;">Fed</th> <th style="text-align: center;">Other</th> <th style="text-align: center;">Total</th> </tr> </thead> <tbody> <tr> <td>PS</td> <td style="text-align: center;">0</td> <td style="text-align: center;">0</td> <td style="text-align: center;">0</td> <td style="text-align: center;">0</td> </tr> <tr> <td>EE</td> <td style="text-align: center;">0</td> <td style="text-align: center;">0</td> <td style="text-align: center;">0</td> <td style="text-align: center;">0</td> </tr> <tr> <td>PSD</td> <td style="text-align: center;">0</td> <td style="text-align: center;">0</td> <td style="text-align: center;">0</td> <td style="text-align: center;">0</td> </tr> <tr> <td>TRF</td> <td style="text-align: center;">0</td> <td style="text-align: center;">0</td> <td style="text-align: center;">0</td> <td style="text-align: center;">0</td> </tr> <tr> <td>Total</td> <td style="text-align: center;">0</td> <td style="text-align: center;">0</td> <td style="text-align: center;">0</td> <td style="text-align: center;">0</td> </tr> <tr> <td> FTE</td> <td style="text-align: center;"> 0.00</td> <td style="text-align: center;"> 0.00</td> <td style="text-align: center;"> 0.00</td> <td style="text-align: center;"> 0.00</td> </tr> </tbody> </table> <table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 15%;">Est. Fringe</td> <td style="width: 15%; text-align: center;">0</td> <td style="width: 15%; text-align: center;">0</td> <td style="width: 15%; text-align: center;">0</td> <td style="width: 15%; text-align: center;">0</td> </tr> </table> <p><i>Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.</i></p>		FY 2019 Governor's Recommendation					GR	Fed	Other	Total	PS	0	0	0	0	EE	0	0	0	0	PSD	0	0	0	0	TRF	0	0	0	0	Total	0	0	0	0	 FTE	 0.00	 0.00	 0.00	 0.00	Est. Fringe	0	0	0	0
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3. PROGRAM LISTING (list programs included in this core funding)																																																																																											
Missouri Downtown Economic Stimulus (MODESA)																																																																																											

CORE DECISION ITEM

Department:	Economic Development	Budget Unit	42296C
Division:	Business and Community Services		
Core:	State Supp Downtown Dev Trf (MODESA)		

4. FINANCIAL HISTORY

	FY 2015 Actual	FY 2016 Actual	FY 2017 Actual	FY 2018 Current Yr.
Appropriation (All Funds)	1,246,442	1,443,089	1,553,651	1,775,575
Less Reverted (All Funds)	(37,393)	(43,293)	(46,610)	(53,267)
Less Restricted (All Funds)*	0	0	0	0
Budget Authority (All Funds)	1,209,049	1,399,796	1,507,041	1,722,308
Actual Expenditures (All Funds)	1,146,902	1,315,748	1,347,389	N/A
Unexpended (All Funds)	62,147	84,048	159,652	N/A
Unexpended, by Fund:				
General Revenue	62,147	84,048	159,652	N/A
Federal	0	0	0	N/A
Other	0	0	0	N/A



*Restricted amount is as of: _____

Reverted includes Governor's standard 3 percent reserve (when applicable)

Restricted includes any extraordinary expenditure restrictions (when applicable)

NOTES:

CORE RECONCILIATION DETAIL

**DEPARTMENT OF ECONOMIC DEVELOPMENT
STATE SUPP DOWNTOWN DEV TRNSFR**

5. CORE RECONCILIATION DETAIL

	Budget Class	FTE	GR	Federal	Other	Total	Explanation
TAFP AFTER VETOES							
	TRF	0.00	1,775,575	0	0	1,775,575	
	Total	0.00	1,775,575	0	0	1,775,575	
DEPARTMENT CORE REQUEST							
	TRF	0.00	1,775,575	0	0	1,775,575	
	Total	0.00	1,775,575	0	0	1,775,575	
GOVERNOR'S RECOMMENDED CORE							
	TRF	0.00	1,775,575	0	0	1,775,575	
	Total	0.00	1,775,575	0	0	1,775,575	

DEPARTMENT OF ECONOMIC DEVELOPMENT

DECISION ITEM SUMMARY

Budget Unit									
Decision Item	FY 2017	FY 2017	FY 2018	FY 2018	FY 2019	FY 2019	*****	*****	
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED	
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN	
STATE SUPP DOWNTOWN DEV TRNSFR									
CORE									
FUND TRANSFERS									
GENERAL REVENUE	1,347,389	0.00	1,775,575	0.00	1,775,575	0.00	0	0.00	
TOTAL - TRF	1,347,389	0.00	1,775,575	0.00	1,775,575	0.00	0	0.00	
TOTAL	1,347,389	0.00	1,775,575	0.00	1,775,575	0.00	0	0.00	
GRAND TOTAL	\$1,347,389	0.00	\$1,775,575	0.00	\$1,775,575	0.00	\$0	0.00	

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DEPARTMENT OF ECONOMIC DEVELOPMENT

DECISION ITEM DETAIL

Budget Unit	FY 2017	FY 2017	FY 2018	FY 2018	FY 2019	FY 2019	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
STATE SUPP DOWNTOWN DEV TRNSFR								
CORE								
TRANSFERS OUT	1,347,389	0.00	1,775,575	0.00	1,775,575	0.00	0	0.00
TOTAL - TRF	1,347,389	0.00	1,775,575	0.00	1,775,575	0.00	0	0.00
GRAND TOTAL	\$1,347,389	0.00	\$1,775,575	0.00	\$1,775,575	0.00	\$0	0.00
GENERAL REVENUE	\$1,347,389	0.00	\$1,775,575	0.00	\$1,775,575	0.00		0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00
OTHER FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00

PROGRAM DESCRIPTION

Department: Economic Development

Program Name: State Supp Downtown Development Trf (MODESA)

Program is found in the following core budget(s): Business and Community Services

1a. What strategic priority does this program address?

Facilitate Quality Jobs and Investment

1b. What does this program do?

This transfer provides funding for the Missouri Downtown Economic Stimulus (MODESA) program. MODESA uses increment financing to support redevelopment in Missouri's downtowns. Tax increment financing captures state economic activity taxes generated as a result of planned redevelopment activities within a prescribed area. In this case, it must be within the recognized Central Business District. The net new taxes generated are captured in accordance with the law for approved projects and used to pay eligible redevelopment costs. Those costs include public infrastructure necessary to generate reuse of the properties.

2. What is the authorization for this program, i.e., federal or state statute, etc.? (Include the federal program number, if applicable.)

Section 99.915, RSMo

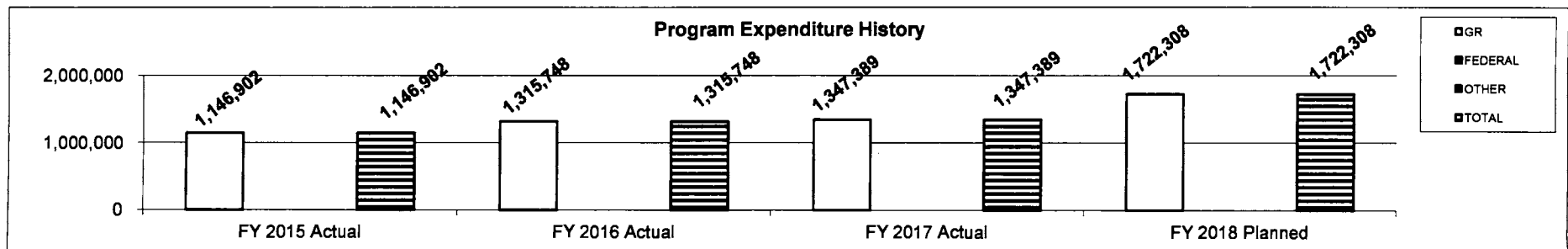
3. Are there federal matching requirements? If yes, please explain.

No

4. Is this a federally mandated program? If yes, please explain.

No

5. Provide actual expenditures for the prior three fiscal years and planned expenditures for the current fiscal year.



Note: Planned expenditures for GR reflect 3% Governor's Reserve.

6. What are the sources of the "Other " funds?

GR Transfer to the Missouri Downtown Economic Stimulus Act Fund (0766).

PROGRAM DESCRIPTION

Department: Economic Development

Program Name: State Supp Downtown Development Trf (MODESA)

Program is found in the following core budget(s): Business and Community Services

7a. Provide an effectiveness measure.

This is a GR transfer. Please refer to the program description for the Missouri Downtown Economic Stimulus (MODESA) program Core.

7b. Provide an efficiency measure.

This is a GR transfer. Please refer to the program description for the Missouri Downtown Economic Stimulus (MODESA) program Core.

7c. Provide the number of clients/individuals served, if applicable.

This is a GR transfer. Please refer to the program description for the Missouri Downtown Economic Stimulus (MODESA) program Core.

7d. Provide a customer satisfaction measure, if available.

This is a GR transfer. Please refer to the program description for the Missouri Downtown Economic Stimulus (MODESA) program Core.

CORE DECISION ITEM

Department: Economic Development
Division: Business and Community Services
Core: Downtown Revitalization Preservation Program

Budget Unit 42297C

1. CORE FINANCIAL SUMMARY

	FY 2019 Budget Request			
	GR	Federal	Other	Total
PS	0	0	0	0
EE	0	0	0	0
PSD	0	0	200,000	200,000
TRF	0	0	0	0
Total	0	0	200,000	200,000
FTE	0.00	0.00	0.00	0.00

Est. Fringe	0	0	0	0
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Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds: Downtown Revitalization Preservation Fund (0907)
Notes:

	FY 2019 Governor's Recommendation			
	GR	Fed	Other	Total
PS	0	0	0	0
EE	0	0	0	0
PSD	0	0	0	0
TRF	0	0	0	0
Total	0	0	0	0
FTE	0.00	0.00	0.00	0.00

Est. Fringe	0	0	0	0
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Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds: Downtown Revitalization Preservation Fund (0907)
Notes:

2. CORE DESCRIPTION

The Downtown Revitalization Preservation Program (better known as MODESA Lite) is authorized in 99.1080 to 99.1092, RSMo. It allows a portion of the new state and local taxes created by a redevelopment project to be diverted to fund eligible public infrastructure projects, along with related costs for a period of 25 years. Net new taxes generated because of the redevelopment project are captured and diverted to pay the debt service on bonds issued to fund the project. The purpose of the program is to facilitate the redevelopment of downtown areas and the creation of jobs by providing essential public infrastructure.

Current Obligations:

- (1) College Station/Heer's Tower-located in the downtown core of Springfield; consists of mixed use of entertainment, dining, residential, retail, office space and parking needs; and
- (2) Hannibal Clemens Redevelopment-located in the downtown core of Hannibal; consists of a complete renovation of the existing stadium, playing field, boundary wall and certain smaller buildings on the site for the location of a summer college baseball league.

3. PROGRAM LISTING (list programs included in this core funding)

Downtown Revitalization Preservation Program (DRPP)

CORE DECISION ITEM

Department: Economic Development
Division: Business and Community Services
Core: Downtown Revitalization Preservation Program

Budget Unit 42297C

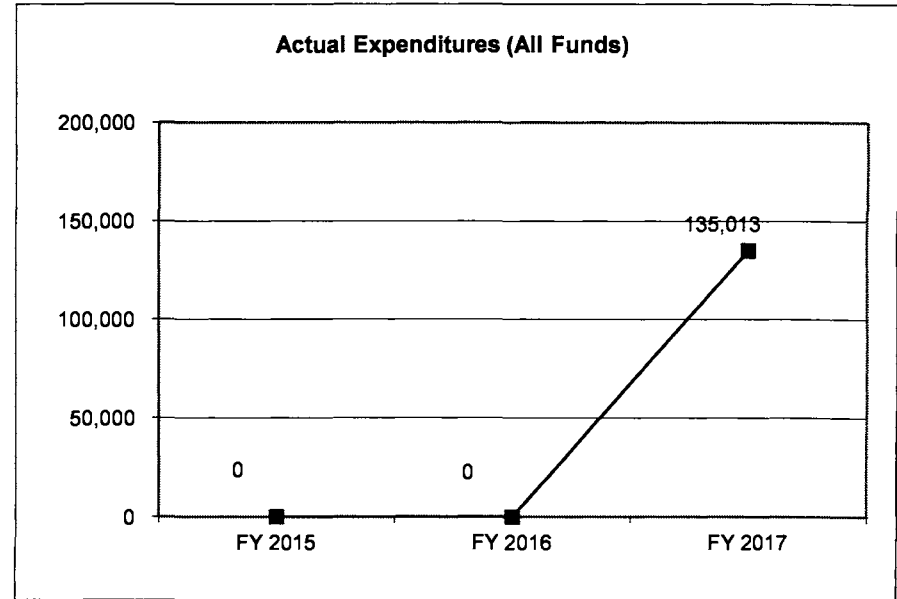
4. FINANCIAL HISTORY

	FY 2015 Actual	FY 2016 Actual	FY 2017 Actual	FY 2018 Current Yr.
Appropriation (All Funds)	200,000	200,000	200,000	200,000
Less Reverted (All Funds)	0	0	0	0
Less Restricted (All Funds)*	0	0	0	0
Budget Authority (All Funds)	200,000	200,000	200,000	200,000
Actual Expenditures (All Funds)	0	0	135,013	N/A
Unexpended (All Funds)	200,000	200,000	64,987	N/A
Unexpended, by Fund:				
General Revenue	0	0	0	N/A
Federal	0	0	0	N/A
Other	200,000 (1)	200,000 (1)	64,987 (1)	N/A

*Restricted amount is as of: _____

Reverted includes Governor's standard 3 percent reserve (when applicable).
Restricted includes any extraordinary expenditure restriction (when applicable).

NOTES: (1) Funds are only expended as projects generate increment. It is estimated that approved projects will begin generating increment within the next two years.



CORE RECONCILIATION DETAIL

**DEPARTMENT OF ECONOMIC DEVELOPMENT
DWTN REVITAL PRSRVTN PRG**

5. CORE RECONCILIATION DETAIL

	Budget Class	FTE	GR	Federal	Other	Total	Explanation
TAFP AFTER VETOES							
	PD	0.00	0	0	200,000	200,000	
	Total	0.00	0	0	200,000	200,000	
DEPARTMENT CORE REQUEST							
	PD	0.00	0	0	200,000	200,000	
	Total	0.00	0	0	200,000	200,000	
GOVERNOR'S RECOMMENDED CORE							
	PD	0.00	0	0	200,000	200,000	
	Total	0.00	0	0	200,000	200,000	

DEPARTMENT OF ECONOMIC DEVELOPMENT

DECISION ITEM SUMMARY

Budget Unit									
Decision Item	FY 2017	FY 2017	FY 2018	FY 2018	FY 2019	FY 2019	*****	*****	
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED	
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN	
DWTN REVITAL PRSRVTN PRG									
CORE									
PROGRAM-SPECIFIC									
DOWNTOWN REVITALIZ PRESERVATN	135,013	0.00	200,000	0.00	200,000	0.00	0	0.00	
TOTAL - PD	135,013	0.00	200,000	0.00	200,000	0.00	0	0.00	
TOTAL	135,013	0.00	200,000	0.00	200,000	0.00	0	0.00	
GRAND TOTAL	\$135,013	0.00	\$200,000	0.00	\$200,000	0.00	\$0	0.00	

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DEPARTMENT OF ECONOMIC DEVELOPMENT

DECISION ITEM DETAIL

Budget Unit	FY 2017	FY 2017	FY 2018	FY 2018	FY 2019	FY 2019	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
DWTN REVITAL PRSRVTN PRG								
CORE								
PROGRAM DISTRIBUTIONS	135,013	0.00	200,000	0.00	200,000	0.00	0	0.00
TOTAL - PD	135,013	0.00	200,000	0.00	200,000	0.00	0	0.00
GRAND TOTAL	\$135,013	0.00	\$200,000	0.00	\$200,000	0.00	\$0	0.00
GENERAL REVENUE	\$0	0.00	\$0	0.00	\$0	0.00		0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00
OTHER FUNDS	\$135,013	0.00	\$200,000	0.00	\$200,000	0.00		0.00

PROGRAM DESCRIPTION

Department: Economic Development

Program Name: Downtown Revitalization Preservation Program

Program is found in the following core budget(s): Downtown Revitalization Preservation Program (DRPP)

1a. What strategic priority does this program address?

Facilitate Quality Jobs and Investment.

1b. What does this program do?

The Downtown Revitalization Preservation Program (better known as MODESA Lite) allows a portion of the new state sales taxes to be diverted to fund eligible infrastructure and related costs.

- The local authority has the statutory capacity to sell bonds for infrastructure improvements.
- Net new taxes generated as a result of the redevelopment project are captured and diverted to pay the debt service on bonds issued to fund the project.

DRPP Projects included in Performance Measures: College Station/Heer's Tower located in the downtown core of Springfield; and Hannibal Clemens Redevelopment located in the downtown core of Hannibal.

2. What is the authorization for this program, i.e., federal or state statute, etc.? (Include the federal program number, if applicable.)

Section 99.1080 to 99.1092, RSMo.

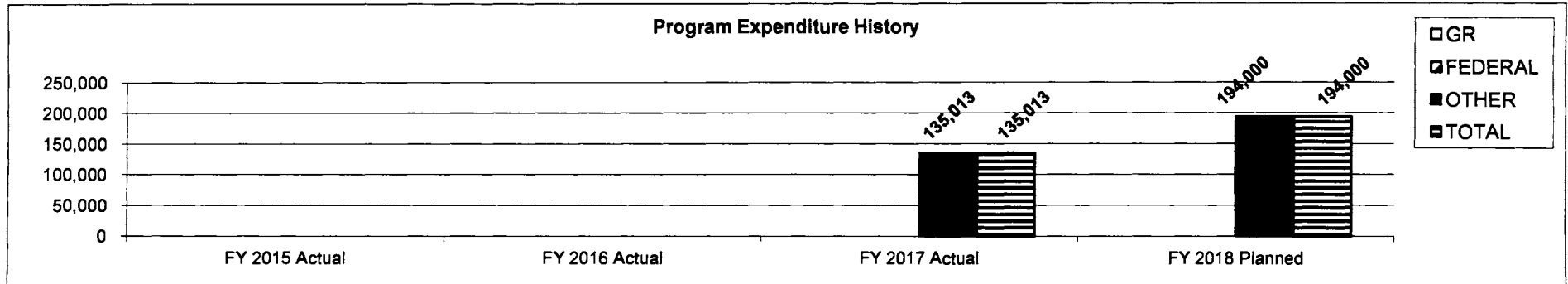
3. Are there federal matching requirements? If yes, please explain.

No

4. Is this a federally mandated program? If yes, please explain.

No

5. Provide actual expenditures for the prior three fiscal years and planned expenditures for the current fiscal year.



Note: Planned Expenditures reflect 3% Governor's Reserve on GR Transfer.

6. What are the sources of the "Other " funds?

GR Transfer to Downtown Revitalization Preservation Fund (0907)

PROGRAM DESCRIPTION

Department: Economic Development

Program Name: Downtown Revitalization Preservation Program

Program is found in the following core budget(s): Downtown Revitalization Preservation Program (DRPP)

7a. Provide an effectiveness measure.

Measure: Annual increase in the amount of average sales in area declared blighted as compared to base amount prior to redevelopment.

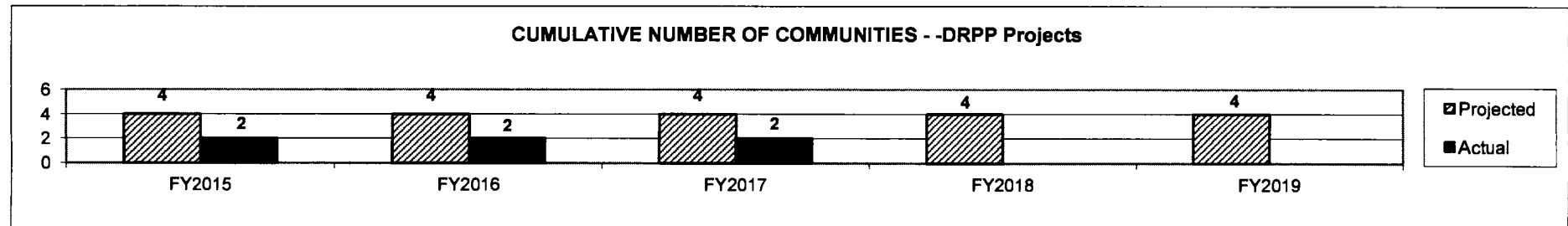
Base Target: Amount of average sales in area declared blighted will increase by \$[TBD] as compared to amount in prior year.

Stretch Target: Amount of average sales in area declared blighted will increase by \$[TBD] as compared to amount in prior year.

7b. Provide an efficiency measure.

Cost per increased sales tax dollar.

7c. Provide the number of clients/individuals served, if applicable.



7d. Provide a customer satisfaction measure, if available.

BCS will create a ten question survey. Five questions will be common across the Division. Five questions will be specific to the activities of this program. The five common questions will be aggregated annually and benchmarked against a baseline for division wide improvement. The five questions specific to the program will be aggregated annually and benchmarked against a baseline for improvements to this program.

CORE DECISION ITEM

Department	Economic Development	Budget Unit	42310C
Division	Business and Community Services		
Core	Downtown Revitalization Pres Pgm (DRPP) Trf		

1. CORE FINANCIAL SUMMARY

	FY 2019 Budget Request			
	GR	Federal	Other	Total
PS	0	0	0	0
EE	0	0	0	0
PSD	0	0	0	0
TRF	200,000	0	0	200,000
Total	200,000	0	0	200,000

FTE 0.00 0.00 0.00 0.00

Est. Fringe 0 0 0 0

Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds:

	FY 2019 Governor's Recommendation			
	GR	Fed	Other	Total
PS	0	0	0	0
EE	0	0	0	0
PSD	0	0	0	0
TRF	0	0	0	0
Total	0	0	0	0

FTE 0.00 0.00 0.00 0.00

Est. Fringe 0 0 0 0

Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds:

2. CORE DESCRIPTION

This core decision item is the required General Revenue transfer that provides funding for the Downtown Revitalization Preservation Program (DRPP). It provides funds to remit for the portion of new state and local taxes created by a redevelopment project that are diverted to fund eligible public infrastructure projects, along with related costs for a period of 25 years. Net new taxes generated because of the redevelopment project are captured in accordance with the law for approved projects and used to pay eligible redevelopment costs.

3. PROGRAM LISTING (list programs included in this core funding)

Downtown Revitalization Preservation Program (DRPP) Transfer

CORE DECISION ITEM

Department	Economic Development	Budget Unit	42310C
Division	Business and Community Services		
Core	Downtown Revitalization Pres Pgm (DRPP) Trf		

4. FINANCIAL HISTORY

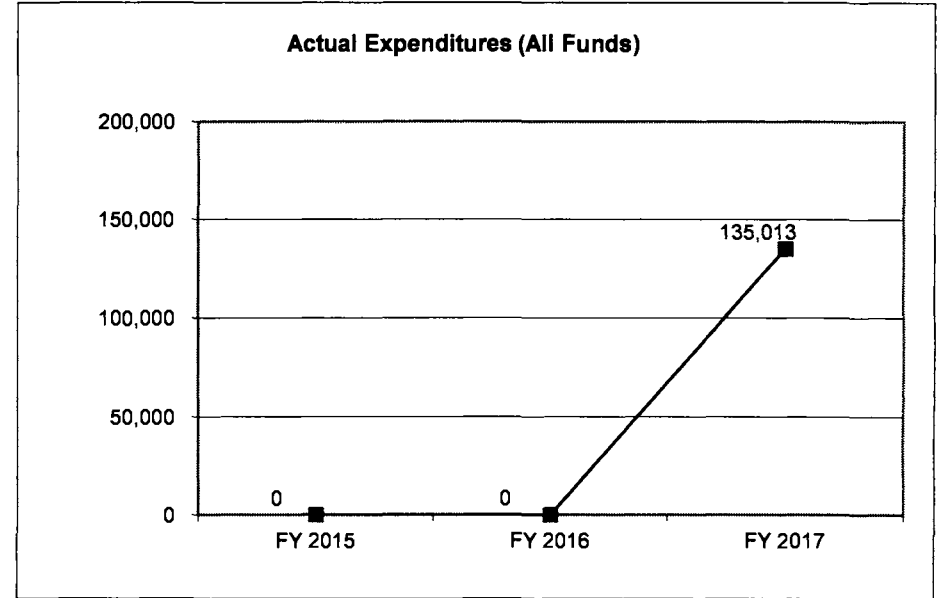
	FY 2015 Actual	FY 2016 Actual	FY 2017 Actual	FY 2018 Current Yr.
Appropriation (All Funds)	200,000	200,000	200,000	200,000
Less Reverted (All Funds)	(6,000)	(6,000)	(6,000)	(6,000)
Less Restricted (All Funds)	0	0	0	0
Budget Authority (All Funds)	194,000	194,000	194,000	194,000
Actual Expenditures (All Funds)	0	0	135,013	N/A
Unexpended (All Funds)	194,000	194,000	58,987	N/A
Unexpended, by Fund:				
General Revenue	194,000	194,000	58,987	N/A
Federal	0	0	0	N/A
Other	0	0	0	N/A

*Restricted amount is as of: _____

Reverted includes Governor's standard 3 percent reserve (when applicable).

Restricted includes any extraordinary expenditure restriction (when applicable).

NOTES:



CORE RECONCILIATION DETAIL

DEPARTMENT OF ECONOMIC DEVELOPMENT DOWNTOWN REVITAL PRESER TRNSFR

5. CORE RECONCILIATION DETAIL

	Budget Class	FTE	GR	Federal	Other	Total	Explanation
TAFP AFTER VETOES							
	TRF	0.00	200,000	0	0	200,000	
	Total	0.00	200,000	0	0	200,000	
DEPARTMENT CORE REQUEST							
	TRF	0.00	200,000	0	0	200,000	
	Total	0.00	200,000	0	0	200,000	
GOVERNOR'S RECOMMENDED CORE							
	TRF	0.00	200,000	0	0	200,000	
	Total	0.00	200,000	0	0	200,000	

DEPARTMENT OF ECONOMIC DEVELOPMENT

DECISION ITEM SUMMARY

Budget Unit								
Decision Item	FY 2017	FY 2017	FY 2018	FY 2018	FY 2019	FY 2019	*****	*****
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
DOWNTOWN REVITAL PRESER TRNSFR								
CORE								
FUND TRANSFERS								
GENERAL REVENUE	135,013	0.00	200,000	0.00	200,000	0.00	0	0.00
TOTAL - TRF	135,013	0.00	200,000	0.00	200,000	0.00	0	0.00
TOTAL	135,013	0.00	200,000	0.00	200,000	0.00	0	0.00
GRAND TOTAL	\$135,013	0.00	\$200,000	0.00	\$200,000	0.00	\$0	0.00

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DEPARTMENT OF ECONOMIC DEVELOPMENT

DECISION ITEM DETAIL

Budget Unit	FY 2017	FY 2017	FY 2018	FY 2018	FY 2019	FY 2019	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
DOWNTOWN REVITAL PRESER TRNSFR								
CORE								
TRANSFERS OUT	135,013	0.00	200,000	0.00	200,000	0.00	0	0.00
TOTAL - TRF	135,013	0.00	200,000	0.00	200,000	0.00	0	0.00
GRAND TOTAL	\$135,013	0.00	\$200,000	0.00	\$200,000	0.00	\$0	0.00
GENERAL REVENUE	\$135,013	0.00	\$200,000	0.00	\$200,000	0.00		0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00
OTHER FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00

PROGRAM DESCRIPTION

Department: Economic Development

Program Name: Downtown Revitalization Pres Trf (DRPP)

Program is found in the following core budget(s): Business and Community Services

1a. What strategic priority does this program address?

Facilitate Quality Jobs and Investment

1b. What does this program do?

This core decision item is the required General Revenue transfer that provides funding for the Downtown Revitalization Preservation Program (DRPP). It provides funds to remit for the portion of new state and local taxes created by a redevelopment project that are diverted to fund eligible public infrastructure projects, along with related costs for a period of 25 years. Net new taxes generated because of the redevelopment project are captured in accordance with the law for approved projects and used to pay eligible redevelopment costs.

2. What is the authorization for this program, i.e., federal or state statute, etc.? (Include the federal program number, if applicable.)

Section 99.1080-99.1092, RSMo

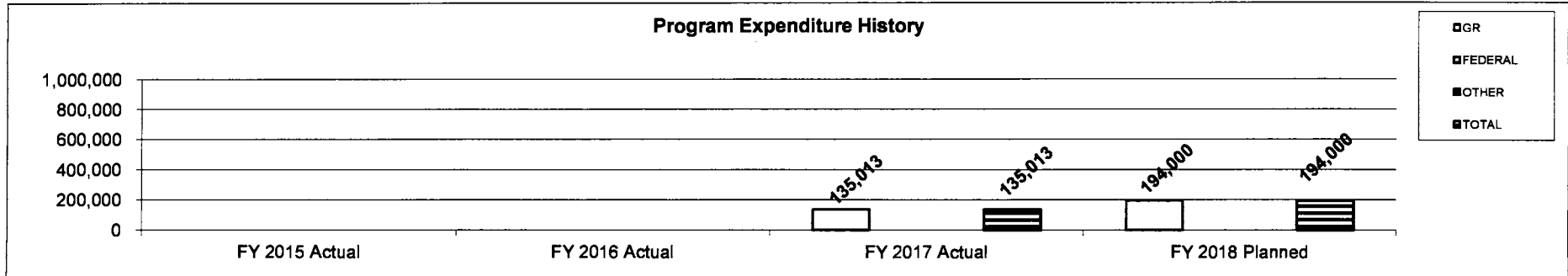
3. Are there federal matching requirements? If yes, please explain.

No

4. Is this a federally mandated program? If yes, please explain.

No

5. Provide actual expenditures for the prior three fiscal years and planned expenditures for the current fiscal year.



Note: Planned expenditures for GR reflect 3% Governor's Reserve.

6. What are the sources of the "Other " funds?

GR Transfer to Downtown Revitalization Preservation Program (0907).

PROGRAM DESCRIPTION

Department: Economic Development

Program Name: Downtown Revitalization Pres Trf (DRPP)

Program is found in the following core budget(s): Business and Community Services

7a. Provide an effectiveness measure.

This is a GR transfer. Please refer to the program description for the Downtown Revitalization Preservation Program (DRPP).

7b. Provide an efficiency measure.

This is a GR transfer. Please refer to the program description for the Downtown Revitalization Preservation Program (DRPP).

7c. Provide the number of clients/individuals served, if applicable.

This is a GR transfer. Please refer to the program description for the Downtown Revitalization Preservation Program (DRPP).

7d. Provide a customer satisfaction measure, if available.

This is a GR transfer. Please refer to the program description for the Downtown Revitalization Preservation Program (DRPP).

CORE DECISION ITEM

Department: Economic Development
Division: Business and Community Services
Core: MO Community Service Commission

Budget Unit 42180C

1. CORE FINANCIAL SUMMARY

	FY 2019 Budget Request			
	GR	Federal	Other	Total
PS	35,211	199,780	0	234,991
EE	0	262,500	0	262,500
PSD	0	3,487,500	0	3,487,500
TRF	0	0	0	0
Total	35,211	3,949,780	0	3,984,991

FTE 1.00 4.00 0.00 5.00

Est. Fringe	20,766	100,567	0	121,332
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Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds:
Notes:

	FY 2019 Governor's Recommendation			
	GR	Fed	Other	Total
PS			0	0
EE	0		0	0
PSD	0		0	0
TRF	0	0	0	0
Total	0	0	0	0

FTE 0.00 0.00

Est. Fringe	0	0	0	0
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Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds:
Notes:

2. CORE DESCRIPTION

The Missouri Community Service Commission (MCSC) receives funding from the Corporation for National and Community Service (CNCS) in Washington, D.C., to administer the AmeriCorps State and Education Awards programs in Missouri. AmeriCorps is a national service network program that provides opportunities for individuals to serve their communities as full-time or less than full-time AmeriCorps members. These funds are made available to not-for-profit organizations, educational institutions, community-based organizations and faith-based organizations with 501(c)3 status. MCSC staff is located within the Department of Economic Development's Business and Community Services division. MCSC is composed of 15-25 Governor-appointed commissioners and five full-time staff. AmeriCorps brings people of all ages from 17 to 100 together to serve in areas of education, youth mentoring, public safety, housing rehabilitation, health care, environmental issues, disaster relief and veterans. It provides communities and neighborhoods with the human resources necessary to address their most pressing civic needs and gives individuals a way to serve their country by completing community service projects.

3. PROGRAM LISTING (list programs included in this core funding)

Missouri Community Service Commission

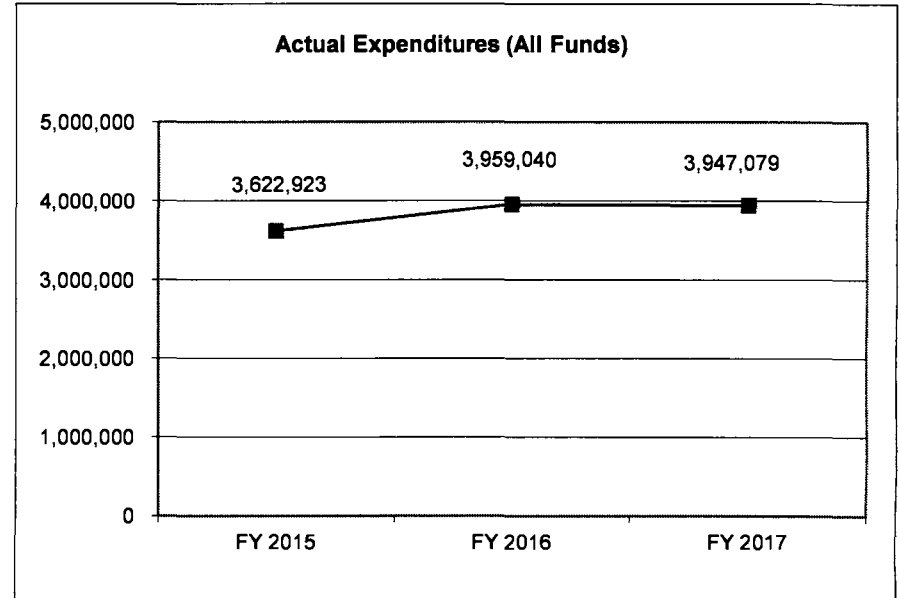
CORE DECISION ITEM

Department: Economic Development
Division: Business and Community Services
Core: MO Community Service Commission

Budget Unit 42180C

4. FINANCIAL HISTORY

	FY 2015 Actual	FY 2016 Actual	FY 2017 Actual	FY 2018 Current Yr.
Appropriation (All Funds)	3,979,152	3,980,384	3,984,991	3,984,991
Less Reverted (All Funds)	(1,030)	(1,036)	(1,056)	(1,056)
Less Restricted (All Funds)	0	0	0	0
Budget Authority (All Funds)	3,978,122	3,979,348	3,983,935	3,983,935
Actual Expenditures (All Funds)	3,622,923	3,959,040	3,947,079	N/A
Unexpended (All Funds)	355,199	20,308	36,856	N/A
Unexpended, by Fund:				
General Revenue	1,919	485	522	N/A
Federal	353,280	19,823	36,334	N/A
Other	0	0	0	N/A



*Restricted amount is as of: _____

Reverted includes Governor's standard 3 percent reserve (when applicable).
 Restricted includes any extraordinary expenditure restriction (when applicable).

NOTES:

DEPARTMENT OF ECONOMIC DEVELOPMENT

DECISION ITEM SUMMARY

Budget Unit								
Decision Item	FY 2017	FY 2017	FY 2018	FY 2018	FY 2019	FY 2019	*****	*****
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
MO COMMUNITY SVS COMMISSION								
CORE								
PERSONAL SERVICES								
GENERAL REVENUE	33,633	0.55	35,211	1.00	35,211	1.00	0	0.00
COMMUNITY SERV COMM-FED/OTHER	164,958	3.73	199,780	4.00	199,780	4.00	0	0.00
TOTAL - PS	198,591	4.28	234,991	5.00	234,991	5.00	0	0.00
EXPENSE & EQUIPMENT								
COMMUNITY SERV COMM-FED/OTHER	142,483	0.00	262,500	0.00	262,500	0.00	0	0.00
TOTAL - EE	142,483	0.00	262,500	0.00	262,500	0.00	0	0.00
PROGRAM-SPECIFIC								
COMMUNITY SERV COMM-FED/OTHER	3,606,005	0.00	3,487,500	0.00	3,487,500	0.00	0	0.00
TOTAL - PD	3,606,005	0.00	3,487,500	0.00	3,487,500	0.00	0	0.00
TOTAL	3,947,079	4.28	3,984,991	5.00	3,984,991	5.00	0	0.00
MO Community Svc Comm Inc Fed - 1419004								
PERSONAL SERVICES								
COMMUNITY SERV COMM-FED/OTHER	0	0.00	0	0.00	5,000	0.00	0	0.00
TOTAL - PS	0	0.00	0	0.00	5,000	0.00	0	0.00
PROGRAM-SPECIFIC								
COMMUNITY SERV COMM-FED/OTHER	0	0.00	0	0.00	1,398,156	0.00	0	0.00
TOTAL - PD	0	0.00	0	0.00	1,398,156	0.00	0	0.00
TOTAL	0	0.00	0	0.00	1,403,156	0.00	0	0.00
GRAND TOTAL	\$3,947,079	4.28	\$3,984,991	5.00	\$5,388,147	5.00	\$0	0.00

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DEPARTMENT OF ECONOMIC DEVELOPMENT

DECISION ITEM DETAIL

Budget Unit	FY 2017	FY 2017	FY 2018	FY 2018	FY 2019	FY 2019	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
MO COMMUNITY SVS COMMISSION								
CORE								
ECONOMIC DEV INCENTIVE SPEC I	28,552	0.88	29,082	0.64	29,082	0.64	0	0.00
ECONOMIC DEV INCENTIVE SPEC II	15,760	0.40	40,673	0.81	20,673	0.36	0	0.00
ECONOMIC DEV INCENTIVE SPC III	93,128	2.00	76,659	1.55	96,659	2.00	0	0.00
STUDENT INTERN	0	0.00	3	0.00	3	0.00	0	0.00
FISCAL MANAGER	0	0.00	7	0.00	0	0.00	0	0.00
PRINCIPAL ASST BOARD/COMMISSON	61,151	1.00	88,567	2.00	88,574	2.00	0	0.00
TOTAL - PS	198,591	4.28	234,991	5.00	234,991	5.00	0	0.00
TRAVEL, IN-STATE	16,727	0.00	56,250	0.00	56,250	0.00	0	0.00
TRAVEL, OUT-OF-STATE	21,561	0.00	22,500	0.00	22,500	0.00	0	0.00
SUPPLIES	1,153	0.00	18,750	0.00	18,750	0.00	0	0.00
PROFESSIONAL DEVELOPMENT	5,930	0.00	15,000	0.00	15,000	0.00	0	0.00
COMMUNICATION SERV & SUPP	3,595	0.00	11,250	0.00	11,250	0.00	0	0.00
PROFESSIONAL SERVICES	77,110	0.00	77,750	0.00	77,750	0.00	0	0.00
M&R SERVICES	709	0.00	3,750	0.00	3,750	0.00	0	0.00
OFFICE EQUIPMENT	507	0.00	7,500	0.00	7,500	0.00	0	0.00
OTHER EQUIPMENT	151	0.00	1,000	0.00	1,000	0.00	0	0.00
BUILDING LEASE PAYMENTS	1,264	0.00	3,700	0.00	3,700	0.00	0	0.00
EQUIPMENT RENTALS & LEASES	295	0.00	3,750	0.00	3,750	0.00	0	0.00
MISCELLANEOUS EXPENSES	13,481	0.00	41,250	0.00	41,250	0.00	0	0.00
REBILLABLE EXPENSES	0	0.00	50	0.00	50	0.00	0	0.00
TOTAL - EE	142,483	0.00	262,500	0.00	262,500	0.00	0	0.00
PROGRAM DISTRIBUTIONS	3,606,005	0.00	3,487,500	0.00	3,487,500	0.00	0	0.00
TOTAL - PD	3,606,005	0.00	3,487,500	0.00	3,487,500	0.00	0	0.00
GRAND TOTAL	\$3,947,079	4.28	\$3,984,991	5.00	\$3,984,991	5.00	\$0	0.00
GENERAL REVENUE	\$33,633	0.55	\$35,211	1.00	\$35,211	1.00		0.00
FEDERAL FUNDS	\$3,913,446	3.73	\$3,949,780	4.00	\$3,949,780	4.00		0.00
OTHER FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00

PROGRAM DESCRIPTION

Department: Economic Development

Program Name: Business and Community Services

Program is found in the following core budget(s): MO Community Service Commission

1a. What strategic priority does this program address?

Facilitate Quality Jobs and Investment

1b. What does this program do?

MCSC and AmeriCorps is part of a national service network and is supported by the Corporation for National and Community Service(CNCS). The program provides opportunities for individuals to serve their communities through alignment with community based non profit organizations, educational institutions and faith based organizations with 501(c)3 status. MCSC provides funding for the core priorities of education , public safety, healthy futures, economic opportunity, disaster relief, and veterans and their families. MCSC programs currently group in four areas of influence: Disaster Services, Educational Services, Healthy Futures and Economic Opportunity.

2. What is the authorization for this program, i.e., federal or state statute, etc.? (Include the federal program number, if applicable.)

Section 26.600, RSMo.; Federal - National and Community Service Act of 1993; HR 4854

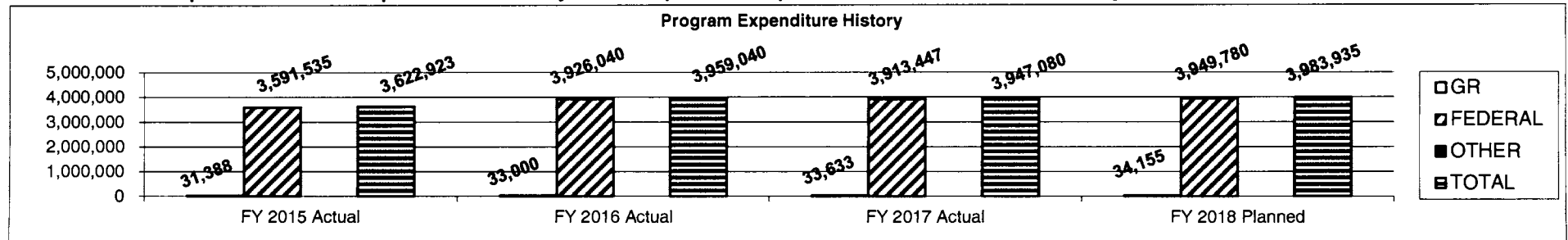
3. Are there federal matching requirements? If yes, please explain.

There is a \$1 for \$1 match requirement on the administrative portion of the funds. This match is accomplished by soft costs allocated by DED. Qualifying organizations must provide match based on the amount of funds subgranted from MCSC starting at 24% in the first 3 years, gradually increasing to a 50% maximum.

4. Is this a federally mandated program? If yes, please explain.

No

5. Provide actual expenditures for the prior three fiscal years and planned expenditures for the current fiscal year.



Note: Planned Expenditures for GR reflect 3% Governor's Reserve.

6. What are the sources of the "Other " funds?

N/A

PROGRAM DESCRIPTION

Department: Economic Development

Program Name: Business and Community Services

Program is found in the following core budget(s): MO Community Service Commission

7a. Provide an effectiveness measure.

Increase the annual number/monetary value of volunteer hours served.

Base Target: A minimum of \$2,100,000 is saved by non-profits and schools annually by deploying volunteer service.

Stretch Target: MCSC will work to increase the volunteer hours and annual savings to \$2,300,000.

7b. Provide an efficiency measure.

Missouri Value per hour of volunteer service: \$21.57 per hour.

MCSC has 700 members serving in 21 programs. Members contribute 1,190,000 hours of serve at a cost per hour of \$3.36 per hour.

7c. Provide the number of clients/individuals served, if applicable.

	FY2016 Target	FY2016 Actual	FY2017 Target	FY2017 Actual	FY2018 Base	FY2018 Stretch
Number of Clients Served	68,000	85,768	160,000	160,736	160,000	200,000
Number of Volunteer Hours Contributed	300,000	1,300,500	1,000,000	913,456	1,000,000	1,200,000

7d. Provide a customer satisfaction measure, if available.

Annual Program Survey. BCS will create a ten question survey. Five questions will be common across the Division. Five questions will be specific to the activities of this program. The five common questions will be aggregated annually and benchmarked against a baseline for division wide improvement. The five questions specific to the program will be aggregated annually and benchmarked against a baseline for improvements to this program.

CORE RECONCILIATION DETAIL

**DEPARTMENT OF ECONOMIC DEVELOPMENT
MO COMMUNITY SVS COMMISSION**

5. CORE RECONCILIATION DETAIL

		Budget Class	FTE	GR	Federal	Other	Total	Explanation
TAFP AFTER VETOES								
		PS	5.00	35,211	199,780	0	234,991	
		EE	0.00	0	262,500	0	262,500	
		PD	0.00	0	3,487,500	0	3,487,500	
		Total	5.00	35,211	3,949,780	0	3,984,991	
DEPARTMENT CORE ADJUSTMENTS								
Core Reallocation	1700 3642	PS	0.00	0	0	0	(0)	More closely align to budget actuals.
NET DEPARTMENT CHANGES			0.00	0	0	0	(0)	
DEPARTMENT CORE REQUEST								
		PS	5.00	35,211	199,780	0	234,991	
		EE	0.00	0	262,500	0	262,500	
		PD	0.00	0	3,487,500	0	3,487,500	
		Total	5.00	35,211	3,949,780	0	3,984,991	
GOVERNOR'S RECOMMENDED CORE								
		PS	5.00	35,211	199,780	0	234,991	
		EE	0.00	0	262,500	0	262,500	
		PD	0.00	0	3,487,500	0	3,487,500	
		Total	5.00	35,211	3,949,780	0	3,984,991	

NEW DECISION ITEM
RANK: _____ OF _____

Department: Economic Development Budget Unit 42180C
 Division: Business and Community Services
 DI Name: MO Community Service Commission Increase DI#1419004 HB Section 7.08

1. AMOUNT OF REQUEST

FY 2019 Budget Request				
	GR	Federal	Other	Total E
PS	0	5,000	0	5,000
EE	0	0	0	0
PSD	0	1,398,156	0	1,398,156
TRF	0	0	0	0
Total	0	1,403,156	0	1,403,156
FTE	0.00	0.00	0.00	0.00

Est. Fringe	0	1,485	0	1,485
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Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds:

FY 2019 Governor's Recommendation				
	GR	Federal	Other	Total E
PS	0	0	0	0
EE	0	0	0	0
PSD	0	0	0	0
TRF	0	0	0	0
Total	0	0	0	0
FTE	0.00	0.00	0.00	0.00

Est. Fringe	0	0	0	0
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Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds:

2. THIS REQUEST CAN BE CATEGORIZED AS:

<input type="checkbox"/> New Legislation	<input type="checkbox"/> New Program	<input type="checkbox"/> Fund Switch
<input type="checkbox"/> Federal Mandate	<input checked="" type="checkbox"/> Program Expansion	<input type="checkbox"/> Cost to Continue
<input type="checkbox"/> GR Pick-Up	<input type="checkbox"/> Space Request	<input type="checkbox"/> Equipment Replacement
<input type="checkbox"/> Pay Plan	<input type="checkbox"/> Other: _____	

3. WHY IS THIS FUNDING NEEDED? PROVIDE AN EXPLANATION FOR ITEMS CHECKED IN #2. INCLUDE THE FEDERAL OR STATE STATUTORY OR CONSTITUTIONAL AUTHORIZATION FOR THIS PROGRAM.

This new decision item is being requested in order to increase the federal appropriation authority for the Missouri Community Service Commission (MCSC), Section 7.080 in House Bill 7. Two new grants were recently awarded which exceeded \$4 million. The current appropriation authority of \$3,949,780 is inadequate based on the amount of federal grants available, which totals \$5,352,936.

NEW DECISION ITEM

RANK: _____ OF _____

Department: Economic Development	Budget Unit	<u>42180C</u>
Division: Business and Community Services		
DI Name: MO Community Service Commission Increase	DI# 1419004	HB Section <u>7.08</u>

4. DESCRIBE THE DETAILED ASSUMPTIONS USED TO DERIVE THE SPECIFIC REQUESTED AMOUNT. (How did you determine that the requested number of FTE were appropriate? From what source or standard did you derive the requested levels of funding? Were alternatives such as outsourcing or automation considered? If based on new legislation, does request tie to TAFP fiscal note? If not, explain why. Detail which portions of the request are one-times and how those amounts were calculated.)

The current federal appropriation authority is \$3,949,780. The amount of available federal grants is \$5,352,936; therefore, the request totals the difference of \$1,403,156.

5. BREAK DOWN THE REQUEST BY BUDGET OBJECT CLASS, JOB CLASS, AND FUND SOURCE. IDENTIFY ONE-TIME COSTS.

Budget Object Class/Job Class	Dept Req GR DOLLARS	Dept Req GR FTE	Dept Req FED DOLLARS	Dept Req FED FTE	Dept Req OTHER DOLLARS	Dept Req OTHER FTE	Dept Req TOTAL DOLLARS	Dept Req TOTAL FTE	Dept Req One-Time DOLLARS	E
100/009878			5,000				5,000	0.0		
Total PS	<u>0</u>	<u>0.0</u>	<u>5,000</u>	<u>0.0</u>	<u>0</u>	<u>0.0</u>	<u>5,000</u>	<u>0.0</u>	<u>0</u>	
							0			
							0			
Total EE	<u>0</u>		<u>0</u>		<u>0</u>		<u>0</u>		<u>0</u>	
800/Program Distributions			1,398,156				1,398,156			
Total PSD	<u>0</u>		<u>1,398,156</u>		<u>0</u>		<u>1,398,156</u>		<u>0</u>	
Transfers										
Total TRF	<u>0</u>		<u>0</u>		<u>0</u>		<u>0</u>		<u>0</u>	
Grand Total	<u>0</u>	<u>0.0</u>	<u>1,403,156</u>	<u>0.0</u>	<u>0</u>	<u>0.0</u>	<u>1,403,156</u>	<u>0.0</u>	<u>0</u>	

NEW DECISION ITEM
RANK: _____ OF _____

Department: Economic Development			Budget Unit		42180C					
Division: Business and Community Services										
DI Name: MO Community Service Commission Increase		DI#1419004		HB Section		7.08				
		Gov Rec	Gov Rec	Gov Rec	Gov Rec	Gov Rec	Gov Rec	Gov Rec	Gov Rec	
		GR	GR	FED	FED	OTHER	OTHER	TOTAL	TOTAL	Gov Rec
Budget Object Class/Job Class		DOLLARS	FTE	DOLLARS	FTE	DOLLARS	FTE	DOLLARS	FTE	One-Time
										DOLLARS
										E
								0		
								0	0.0	
Total PS		0	0.0	0	0.0	0	0.0	0	0.0	0
								0		
								0		
								0		
Total EE		0		0		0		0		0
Program Distributions								0		
Total PSD		0		0		0		0		0
Transfers										
Total TRF		0		0		0		0		0
Grand Total		0	0.0	0	0.0	0	0.0	0	0.0	0

NEW DECISION ITEM

RANK: _____ **OF** _____

Department: Economic Development	Budget Unit 42180C
Division: Business and Community Services	
DI Name: MO Community Service Commission Increase	DI#1419004 HB Section 7.08

6. PERFORMANCE MEASURES (If new decision item has an associated core, separately identify projected performance with & without additional funding.)

6a. Provide an effectiveness measure.

Refer to the Core Program Description for the Missouri Community Service Commission.

6b. Provide an efficiency measure.

Refer to the Core Program Description for the Missouri Community Service Commission.

6c. Provide the number of clients/individuals served, if applicable.

Refer to the Core Program Description for the Missouri Community Service Commission.

6d. Provide a customer satisfaction measure, if available.

Refer to the Core Program Description for the Missouri Community Service Commission.

NEW DECISION ITEM

RANK: _____ **OF** _____

Department: Economic Development	Budget Unit 42180C
Division: Business and Community Services	
DI Name: MO Community Service Commission Increase	DI#1419004 HB Section 7.08

7. STRATEGIES TO ACHIEVE THE PERFORMANCE MEASUREMENT TARGETS:

MCSC receives funding from the Corporation for National and Community Service to administer the AmeriCorps State and Education Awards program in Missouri. These funds are made available to not-for-profit organizations, educational institutions, community-based organizations and faith-based organizations with 501(c)3 status. These grants provide communities and neighborhoods with the human resources necessary to address their most pressing civic needs and gives individuals a way to serve by completing community service projects.

DEPARTMENT OF ECONOMIC DEVELOPMENT

DECISION ITEM DETAIL

Budget Unit	FY 2017	FY 2017	FY 2018	FY 2018	FY 2019	FY 2019	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
MO COMMUNITY SVS COMMISSION								
MO Community Svc Comm Inc Fed - 1419004								
PRINCIPAL ASST BOARD/COMMISSON	0	0.00	0	0.00	5,000	0.00	0	0.00
TOTAL - PS	0	0.00	0	0.00	5,000	0.00	0	0.00
PROGRAM DISTRIBUTIONS	0	0.00	0	0.00	1,398,156	0.00	0	0.00
TOTAL - PD	0	0.00	0	0.00	1,398,156	0.00	0	0.00
GRAND TOTAL	\$0	0.00	\$0	0.00	\$1,403,156	0.00	\$0	0.00
GENERAL REVENUE	\$0	0.00	\$0	0.00	\$0	0.00		0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$1,403,156	0.00		0.00
OTHER FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00